

# MISSOURI DEPARTMENT OF SOCIAL SERVICES

Matt Blunt Governor

Deborah E. Scott Director P. O. BOX 1527 BROADWAY STATE OFFICE BUILDING JEFFERSON CITY 65102-1527 TELEPHONE: 573-751-4815, FAX: 573-751-3203

June 30, 2008

Relay Missouri for hearing and speech impaired Text Telephone 1-800-735-2966 Voice

1-800-735-2466

Land CANY A MACA BA

The Honorable Matt Blunt Governor of the State of Missouri State Capitol Building, Room 216 Jefferson City, Missouri 65101

Governor, we share a mutual interest in improving the state's health care system. As you know, Missouri continues to experience a shortage of health care professionals. The MO HealthNet program shares the consequences of this shortage.

Senate Bill 577 (2007) required the MO HealthNet Division to bring forward a four-year plan to bring Medicare parity to MO HealthNet. The enclosed plan concludes an additional \$106.8 million in General Revenue (\$284.9 million in total) over the next four years would be needed to gain parity with Medicare rates across all provider groups.

I will be happy to discuss this report with you as needed.

Sincerely,

Alwarah E. Scott

Director

**Enclosure** 



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The Honorable Rod Jetton Speaker of the House Missouri House of Representatives 201 West Capitol Avenue Jefferson City, Missouri 65102

Speaker Jetton, we share a mutual interest in improving the state's health care system. As you know, Missouri continues to experience a shortage of health care professionals. The MO HealthNet program shares the consequences of this shortage.

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The Honorable Michael R. Gibbons President Pro Tem Missouri Senate State Capitol, Room 236 Jefferson City, Missouri 65101

Senator Gibbons, we share a mutual interest in improving the state's health care system. As you know, Missouri continues to experience a shortage of health care professionals. The MO HealthNet program shares the consequences of this shortage.

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#### Introduction

Section 208.152.1(23) RSMo requires the MO HealthNet Division to provide the General Assembly a four-year plan by July 1, 2008, to achieve parity with Medicare reimbursement rates and third-party payer average dental reimbursement rates. The funding of the plan is subject to appropriation and the division is required to include the funding needed to complete the four-year plan in its annual budget request.

This plan fulfills the statutory requirement.

#### **Discussion**

In this plan, we are providing the methodologies to bring parity to Medicare rates for seven MO HealthNet program areas (Ambulance, Audiology, Dental, Durable Medical Equipment, Optical, Physician and Rehabilitation Center Therapy). The table (*right*) shows where these programs will be in relation to Medicare rates when the increases approved in the 2009 Truly Agreed and Finally Passed (TAFP) budget are in place.

Some MO HealthNet programs were not included in this report. Please see the table *(below)* for a detailed explanation.

| MO HealthNet Average Reimbur<br>as a Percentage of I |                           |
|--|---------------------------|
|  | Percentage of<br>Medicare |
| Ambulance  | 45%                       |
| Audiology  | 65%                       |
| Dental   | 42%                       |
| Durable Medical Equipment                            | 95%                       |
| Optical  | 55%                       |
| Physician  | 65%                       |
| Rehabilitation Center Therapy                        | 25%                       |
| *Includes funding received in the SFY-2009           | (TAFP) budget             |

| мо н  | ealth Net Program Areas Excluded from this Medicare Parity Plan   |
|---|---|
| MO HealthNet                                | Rationale   |
| Comprehensive Day<br>Rehab                  | This program is unique to Missouri and valid Medicare comparisons are not available.  |
| Federally Qualified<br>Health Center (FQHC) | Both Medicare and MO HealthNet reimburse FQHCs 100% of cost based on settlements through audited cost reports, per federal law.   |
| Home Health                                 | MO HealthNet reimburses on a per visit basis, while Medicare reimburses per episode of diagnosis. Valid comparisons between the two reimbursement methodologies are not possible.                                   |
| Hospice                                     | Rates are established annually by Medicare and authorized by Section 1814 (I)(1)(C)(ii) of the Social Security Act. Since MO HealthNet's reimbursement mirrors Medicare reimbursement, no adjustments are required. |



| MO H  | ealth Net Program Areas Excluded from this Medicare Parity Plan  |
|---|--|
| MO HealthNet                                      | Rationale  |
| Hospitals   | MO Health reimburses hospitals using a rate per day. Medicare reimburses hospitals through Diagnostic Related Groups (DRGs). Through the DRG system, Medicare has established set amounts to pay hospitals for each diagnosis. The reimbursement methodologies used by MO HealthNet and Medicare are so different, no comparability is possible. |
| Non-Emergency<br>Medical Transportation<br>(NEMT) | Medicare does not cover NEMT. MO HealthNet NEMT capitated rates are paid for each participant based on a contractual arrangement. Reimbursement rates must be actuarially sound.   |
| Nursing Facilities                                | Most nursing facility beds in Missouri are paid through the MO HealthNet program using a rate per day based on individual cost reports. Comparability to Medicare is not possible because Medicare only pays for nursing facility care in very limited circumstances and then for only a very limited time in limited amounts.                   |
| Pharmacy  | MO HealthNet reimburses at lower of Wholesale Acquisition Cost (WAC) plus 10%; the Federal Upper Limit (FUL), the Missouri Maximum Acquisition Cost (MAC) or billed charge. Medicare Part D is based on capitated rates and comparability to MO HealthNet is not possible.   |
| Rural Health Center<br>(RHC)                      | Both Medicare and MO HealthNet reimburse RHCs 100% of cost based on settlements through audited cost reports, per federal law.   |
| State Institutions                                | The reimbursement methodology for state institutions is similar to that of the MO HealthNet Hospital program.  |
| School-Based Therapy                              | Services are provided for children in a school-based setting. Medicare does not reimburse for these types of services.   |

#### Comparison to MO HealthNet When Medicare or Dental Rates Were Available

- For Dental rates, we used the 2007 National Dental Advisory Service Fee Report (Wasserman, 2007). Target rates were at the 50<sup>th</sup> percentile, meaning half of dentists charge more and half charge less than the target rate.
- All other Medicare data was derived from the Provider Reimbursement Rate Study (submitted to the General Assembly in December 2007), which contains state fiscal year 2007 paid claims from the Medicaid Management Information System (MMIS).
- If the Medicare rates were unavailable from the MMIS, we relied on rates from Pinnacle Business Solutions, Inc., the Centers for Medicare and Medicaid Services' (CMS) contracted intermediary for the state of Missouri.
- All MO HealthNet rates were based on the current rate structure, which includes rate adjustments authorized in the state fiscal year 2009 (TAFP) budget.



#### Rate Proxies for Procedure Codes With No Medicare Comparison

- In some cases, Medicare does not cover a MO HealthNet procedure so comparisons were not
  possible. In these instances, we used two proxies for the Medicare benchmark: 1) an average of
  rates from other states with similar Medicaid reimbursement methodology; and, 2) the Consumer
  Price Index (CPI).
  - To establish an appropriate Medicare benchmark, we chose three neighboring states (Arkansas, Iowa and Oklahoma) with Medicaid reimbursement methodologies similar to Missouri. These states were also selected because their Medicaid reimbursement approximated Medicare rates (Arkansas at 82%, Iowa at 94% and Oklahoma at 100% in 2007). Finally, a sampling of codes revealed Medicare rates in these states were within 20% of Missouri's Medicare rates. The

#### Arriving at Average Rate for Arkansas

Arkansas' Medicaid rates were generally 82% of that state's Medicare rates; however, Arkansas' Medicare rates were 94% of Missouri's Medicare rates. If Arkansas has a Medicaid rate of \$100 for a procedure code, the rate was increased to 100% of Arkansas' Medicare rate, or \$121.95 (\$100/82% = \$121.95). Then, the rate was increased to Missouri's Medicare rate for comparability (\$121.95/94% = \$129.74).

states' rates required two adjustments before comparing to MO HealthNet's rates:

- Adjustment of the state's Medicaid rate to the state's Medicare rate, then,
- Adjustment to Missouri's Medicare rates. (See example, upper right.)
- 2) CPI is a measure of the average change in prices of goods and services purchased over time by households. Where a Medicare or a state proxy was not available, we applied the annual medical care CPI, which was 3.9 for all urban consumers in the Midwest in March 2007 (Bureau of Labor Statistics, 2008), to the MO HealthNet current rate. Only 0.5% of the cost to reach parity was calculated using the CPI methodology.

| 3.9 Medical | Application of CPI as Proxy icare Rate |
|-------------|--|
|             | sessment for<br>Rate (H1000)           |
| FY09        | \$8.00                                 |
| FY10        | \$8.31                                 |
| FY11        | \$8.63                                 |
| FY12        | \$8.97                                 |
| FY13        | \$9.32                                 |

#### Reduction of Procedure Codes Paid in Excess of Medicare

The statute requires parity with Medicare rates. Since Medicare is
the statutory standard, we assumed the intent was to safeguard
taxpayers by reducing any rates exceeding Medicare. Cost savings were calculated for procedure
codes with rates in excess of Medicare. These savings were distributed over the life of this plan.



#### Calculations

- To assess the current MO HealthNet rate status in relation to the Medicare standard, we compared the 2009 MO HealthNet rate to the Medicare rate, state proxy rate or CPI target rate. Then, we multiplied the difference by the number of units paid in state fiscal year 2007 for each procedure code. This provided the cost to bring parity to the MO HealthNet fee for service program rates. This final calculation included all fee for service and managed care costs.
- We allocated the cost to each program area and age category and distributed the costs evenly over fiscal years 2010, 2011, 2012 and 2013. (See Appendix for details on each program area.)
- The following table captures the projected cost over the life of this plan.

|                             |                                  | Projected Co             | st of Parity b   |                  | gy                                    |              |
|-----------------------------|----------------------------------|--------------------------|------------------|------------------|---------------------------------------|--------------|
|                             | Medicare<br>Comparison<br>Method | State<br>Proxy<br>Method | CPI<br>Method    | Dental<br>Method | Vaccine<br>for<br>Children<br>Method* | Total Cost   |
| Cost                        | \$213.3 mil                      | \$10.3 mil               | \$1.5 mil        | \$59.0 mil       | \$9.8 mil                             | \$293.9 mil  |
| Savings                     | _(\$7.5) mil                     | <u>(\$1.5) mil</u>       | <u>\$0.0 mil</u> | \$0.0 mil        | \$0.0 mil                             | _(\$9.0) mil |
| Net Cost                    | \$205.8 mil                      | \$8.8 mil                | \$1.5 mil        | \$59.0 mil       | \$9.8 mil                             | \$284.9 mil  |
| State<br>Share              | \$78.3 mil                       | \$3.2 mil                | \$0.5 mil        | \$21.3 mil       | \$3.5 mil                             | \$106.8 mil  |
| Percent<br>of Total<br>Cost | 72.2%                            | 3.1%                     | 0.5%             | 20.7%            | 3.5%                                  |              |

<sup>\*</sup>The Missouri Vaccines for Children (VFC) Program reimburses MO HealthNet for the administration fee of the immunization. Missouri is allowed to pay up to \$15.07 per antigen in each administration. Currently, Missouri pays \$5.00 per antigen in each administration. The cost for the vaccine itself is paid by the Centers for Disease Control (CDC). The difference between the current reimbursement and the highest possible was distributed over four years to fulfill the intent of the rate plan. These costs are shown as part of the Physician program.

#### Conclusion

Based on our work, we project bringing Medicare parity to MO HealthNet reimbursement will cost \$106.8 million in General Revenue (GR), or \$284.9 million in total, over the life of this plan. The following table summarizes these costs by fund source and MO HealthNet program area.



|                                   |                        | care Levels Over |                  | u.,             |
|-----------------------------------|------------------------|------------------|------------------|-----------------|
|                                   | % of Medicare Achieved | General Revenue  | Federal Funds    | Total Funds     |
|                                   | Entire Plan Cost       | \$106.8 mil      | \$178.1 mil      | \$284.9 mil     |
|                                   | Annual Cost            | \$26.7 mil/year  | \$44.6 mil/year  | \$71.3 mil/year |
| 2010 Ambulance                    | 57%                    |                  |                  |                 |
| 2011 Ambulance<br>2012 Ambulance  | 72%<br>86%             | \$3.1/year       | \$5.0/year       | \$8.1/year      |
| 2012 Ambulance<br>2013 Ambulance  | 100%                   |                  |                  |                 |
|                                   | Subtotal Cost          | \$12.1 mil       | \$19.8 mil       | \$31.9 mil      |
| 2010 Audiology                    | 74%                    |                  |                  |                 |
| 2011 Audiology                    | 83%                    | Less than        | <b>60.4</b> m:1/ | CO 4 m:1/       |
| 2012 Audiology                    | 91%                    | \$0.1 mil/year   | \$0.1 mil/year   | \$0.1 mil/year  |
| 2013 Audiology                    | 100%                   |                  |                  |                 |
|                                   | Subtotal Cost          | \$0.2 mil        | \$0.3 mil        | \$0.5 mil       |
| 2010 Dental                       | 57%                    |                  |                  |                 |
| 2011 Dental                       | 71%                    | \$5.5 mil/year   | \$9.7 mil/year   | \$15.2 mil/year |
| 2012 Dental 2013 Dental           | 86%<br>100%            |                  |                  |                 |
| 2010 Delitar                      | Subtotal Cost          | \$21.9 mil       | \$38.6 mil       | \$60.5 mil      |
| 2010 Durable Medical<br>Equipment | 96%                    |                  |                  |                 |
| 2011 Durable Medical<br>Equipment | 97%                    | 00.4 "/          | <b>#</b> 0.0 11/ | 04.0 "/         |
| 2012 Durable Medical<br>Equipment | 99%                    | \$0.4 mil/year   | \$0.6 mil/year   | \$1.0 mil/year  |
| 2013 Durable Medical<br>Equipment | 100%                   |                  |                  |                 |
|                                   | Subtotal Cost          | \$1.4 mil        | \$2.4 mil        | \$3.8 mil       |
| 2010 Optical                      | 66%                    |                  |                  |                 |
| 2011 Optical                      | 77%                    | \$1.0 mil/year   | \$1.5 mil/year   | \$2.5 mil/year  |
| 2012 Optical                      | 89%                    |                  |                  |                 |
| 2013 Optical                      | 100% Subtotal Cost     | \$3.8 mil        | \$6.1 mil        | \$9.9 mil       |



| Raising MO F                | lealthNet Rates to Medi | care Levels Over | Life of a Four-Year Pla | an                         |
|-----------------------------|-------------------------|------------------|-------------------------|----------------------------|
|                             | % of Medicare Achieved  | General Revenue  | Federal Funds           | Total Funds                |
| 2010 Physician              | 75%                     |                  |                         |                            |
| 2011 Physician              | 84%                     | \$16.7 mil/year  | \$27.5 mil/year         | \$44.2 mil/year            |
| 2012 Physician              | 92%                     | φ10.7 IIII/yeai  | φ27.5 mil/year          | φ44.2 IIII/yeai            |
| 2013 Physician              | 100%                    |                  |                         |                            |
|                             | Subtotal Cost           | \$66.8 mil       | \$109.9 mil             | \$176.7 mil                |
| 2010 Rehab Treatment Center | 44%                     |                  |                         |                            |
| 2011 Rehab Treatment Center | 63%                     | \$0.1 mil/year   | \$0.3 mil/year          | \$0.4 mil/year             |
| 2012 Rehab Treatment Center | 82%                     | ψο. i iiii/yeai  | ψο.ο mil/year           | ψο. <del>-</del> IIII/yeai |
| 2013 Rehab Treatment Center | 100%                    |                  |                         |                            |
|                             | Subtotal Cost           | \$0.6 mil        | \$1.0 mil               | \$1.6 mil                  |

Disclaimers: For these reasons, caution should be used when using this information for budget projections.

- Cost estimates were based on rates, participant counts and utilization patterns in fiscal year 2007. No attempt has been made to project changes in participant counts or utilization patterns in future years.
- Medicare rates are not static and may increase or decrease; therefore, the comparisons in this plan may only be viewed as a point-in-time comparison. If Medicare rates are decreased, Missouri's Medicaid rates could exceed the Medicare rate.



#### References

Provider Reimbursement Rate Study (December 31, 2007). Missouri Department of Social Services, MO HealthNet Division.

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Current Dental Terminology (2002) 4<sup>th</sup> ed. American Dental Association. Hosted by Pinnacle Business Solutions and retrieved December 2007 from http://www.momedicare.com/provider

Wasserman, Y. (2007). 2007 National Dental Advisory Service Fee Report. Medical Publishers, Ltd.

CPI Detailed Report (2008) Bureau of Labor Statistics. Hosted by U.S. Department of Labor, Bureau of Labor Statistics and retrieved May 2008 from <a href="http://www.bls.gov/cpi">http://www.bls.gov/cpi</a>



### **Appendix**



|                                      | 2      | SF                          | SFY 2010  |             |      | SF                          | SFY 2011   |             | 2    | S                           | SFY 2012    |             | 2     | SE                                       | SFY 2013    |             |                                       | Total Increase | W  |
|--------------------------------------|--------|-----------------------------|-----------|-------------|------|-----------------------------|------------|-------------|------|-----------------------------|-------------|-------------|-------|--|-------------|-------------|---------------------------------------|----------------|--|
|                                      | Medi-  | General                     |           |             | % of | General                     |            |             | % of | General                     |             |             | Medi- | General                                  |             |             | General                               |                |  |
| Comparison Group                     | care   | Φ                           | Federal   | Total       | care | Revenue                     | Federal    | Total       | care | Revenue                     | Federal     | Total       | care  | (b)                                      | Federal     | Total       | Revenue                               | Federal        | Total  |
|                                      |        |                             |           |             |      |                             |            |             |      |                             |             |             |       |  |             |             |                                       |                |  |
| Using Medicare Rates                 |        |                             |           |             |      |                             |            |             |      |                             |             |             |       |  |             |             |                                       |                |  |
| Cost to Reach Parity - Medicare      | 60% \$ | 60% \$3,044,375 \$4,942,382 | 4,942,382 | \$7,986,757 |      | 75% \$3,044,375 \$4,942,382 | 34,942,382 | \$7,986,757 |      | 90% \$3,044,375 \$4,9       | \$4,942,382 | \$7,986,757 |       | 100% \$3,044,375 \$4,942,382             | \$4,942,382 | \$7,986,757 | \$7,986,757 \$12,177,500 \$19,769,528 | \$19,769,528   | \$31,947,028                                       |
| Savings to Reach Parity - Medicare   |        | \$0                         | \$0       | \$0         |      | \$0                         | \$0        | \$0         |      | \$0                         | \$0         | \$0         |       | \$0                                      | \$0         | \$0         | \$0                                   | \$0            | \$0  |
| Net Total to Reach Parity - Medicare | 60% \$ | 60% \$3,044,375 \$4,942,382 | 4,942,382 | \$7,986,757 |      | 75% \$3,044,375 \$4,942,382 | 4,942,382  | \$7,986,757 |      | 90% \$3,044,375 \$4,942,382 | \$4,942,382 | \$7,986,757 | 100%  | 100% \$3,044,375 \$4,942,382             | 64,942,382  | \$7,986,757 | \$12,177,500                          | \$19,769,528   | \$7,986,757 \$12,177,500 \$19,769,528 \$31,947,028 |
|                                      |        |                             |           |             |      |                             |            |             |      |                             |             |             |       |  |             |             |                                       |                |  |
| Using State Proxy                    |        |                             |           |             |      |                             |            |             |      |                             |             |             |       |  |             |             |                                       |                |  |
| Cost to Reach Parity - Proxy         | 61%    | \$1,272                     | \$1,857   | \$3,129     | 74%  | \$1,272                     | \$1,857    | \$3,129     | 87%  | \$1,272                     | \$1,857     | \$3,129     | 100%  | \$1,272                                  | \$1,857     | \$3,129     | 880,2\$                               | \$7,428        | \$12,516   |
| Savings to Reach Parity - Proxy      |        | \$0                         | \$0       | \$0         |      | \$0                         | \$0        | \$0         |      | \$0                         | \$0         | \$0         |       | \$0                                      | \$0         | \$0         | \$0                                   | \$0            | \$0  |
| Net Total to Reach Parity - Proxy    | 61%    | \$1,272                     | \$1,857   | \$3,129     | 74%  | \$1,272                     | \$1,857    | \$3,129     | 87%  | \$1,272                     | \$1,857     | \$3,129     | 100%  | \$1,272                                  | \$1,857     | \$3,129     | \$5,088                               | \$7,428        | \$12,516   |
|                                      |        |                             |           |             |      |                             |            |             |      |                             |             |             |       |  |             |             |                                       |                |  |
| Using CPI                            |        |                             |           |             |      |                             |            |             |      |                             |             |             |       |  |             |             |                                       |                |  |
| Cost to Reach Parity - CPI           | 89%    | \$514                       | \$786     | \$1,300     | 93%  | \$527                       | \$806      | \$1,333     | 96%  | \$560                       | \$857       | \$1,416     | 100%  | \$573                                    | \$876       | \$1,449     | \$2,174                               | \$3,325        | \$5,498  |
| Total                                |        |                             |           |             |      |                             |            |             |      |                             |             |             |       |  |             |             |                                       |                |  |
| Total Cost to Reach Parity           | 60% \$ | 60% \$3,046,161 \$4,945,025 | 4,945,025 | \$7,991,186 |      | 75% \$3,046,174 \$4,945,045 | 34,945,045 | \$7,991,219 |      | 90% \$3,046,207 \$4,9       | \$4,945,095 | \$7,991,302 |       | 100% \$3,046,220 \$4,945,115             | \$4,945,115 | \$7,991,335 | \$7,991,335 \$12,184,762 \$19,780,280 | \$19,780,280   | \$31,965,042                                       |
| Total Savings to Reach Parity        |        | \$0                         | \$0       | \$0         |      | \$0                         | \$0        | \$0         |      | \$0                         | \$0         | \$0         |       | \$0                                      | \$0         | \$0         | \$0                                   | \$0            | \$0  |
| Net Total to Reach Parity            | 60% \$ | 60% \$3,046,161 \$4,945,025 | 4,945,025 | \$7,991,186 | 75%  | 75% \$3,046,174 \$4,945,045 | 34,945,045 | \$7,991,219 |      | 90% \$3,046,207 \$4,9       | \$4,945,095 | \$7,991,302 | 100%  | \$7,991,302 100% \$3,046,220 \$4,945,115 | \$4,945,115 | \$7,991,335 | \$12,184,762                          | \$19,780,280   | \$7,991,335 \$12,184,762 \$19,780,280 \$31,965,042 |





Ambulance SFY 2010: First-Year Plan

| Total Cost<br>Total Cost Savings<br>Net Total for SFY 2010 | Total   | Children Ground Transport, So<br>Air Transport, So<br>Adults Ground Transport, So  | Codes with CPI Comparison | Total   | Children Air Transport, Se<br>Adults Air Transport, Se                   | Codes with Proxy Comparison | Net Total   | Air Transport, Si                  | Air Mileage | Ground Transpo  |                                    | Air Mileage | Ground Transpo                        | Children Ground Mileage | Codes with Medicare Comparison        |
|--|---------|--|---------------------------|---------|--|-----------------------------|-------------|------------------------------------|-------------|---|------------------------------------|-------------|---------------------------------------|-------------------------|---------------------------------------|
| EV 2010  |         | Ground Transport, Services & Supplies<br>Air Transport, Services & Supplies<br>Ground Transport, Services & Supplies<br>Air Transport, Services & Supplies | Comparison                |         | Air Transport, Services & Supplies<br>Air Transport, Services & Supplies | ty Comparison               |             | Air Transport, Services & Supplies |             | Ground Mileage<br>Ground Transport, Services & Supplies | Air Transport, Services & Supplies |             | Ground Transport, Services & Supplies |                         | are Comparison                        |
| 60%  | 89%     | 89%<br>89%<br>89%  |                           | 61%     | 61%<br>61%   |                             |             | 50%                                | 31%         | 64%   | 50%                                | 31%         | 63%                                   | 67%                     | MO HealthNet as % of Comparison Group |
|  |         | N N N N  |                           |         |  |                             |             | 2                                  | ، د         | · 0   | <b>.</b> ω                         | 2           | 11                                    | 2                       | Number of Codes                       |
|  |         | 21<br>381<br>13<br>1,821   |                           |         | 156<br>1,358   |                             |             | 1,810                              | 52,955      | 40.041  | 972                                | 54,477      | 9,811                                 | 262,810                 | Number of Units                       |
| \$3,046,161<br>\$0<br>\$3,046,161                          | \$514   | \$18<br>112<br>\$5<br>\$379  |                           | \$1,272 | \$379<br>\$893   |                             | \$3,044,375 | \$447,503                          | \$179,227   | \$791,303   | \$576,054                          | \$332,841   | \$349,956                             | \$160,791               | GR                                    |
| \$4,945,025<br>\$0<br>\$4,945,025                          | \$786   | \$33<br>192<br>\$7<br>\$554  |                           | \$1,857 | \$554<br>\$1,303   |                             | \$4,942,382 | \$653,129                          |             |   | \$1,043,282                        |             |                                       |                         | Federal                               |
| \$7,991,186<br>\$0<br>\$7,991,186                          | \$1,300 | \$51<br>304<br>\$12<br>\$933   |                           | \$3,129 | \$933<br>\$2,196   |                             | \$7,986,757 | \$1,100,632                        | \$440,808   | \$1,946,207   | \$1,619,336                        | \$935,644   | \$983,756                             | \$451,996               | Total                                 |





Ambulance SFY 2011: Second-Year Plan

| \$4,945,045<br>\$0<br>\$4,945,045 | -                |              |           | 75%<br>75%          | Total Cost<br>Total Cost Savings<br>Net Total for SFY 2011            |                    |
|-----------------------------------|------------------|--------------|-----------|---------------------|---|--------------------|
|                                   | \$527            |              |           | 93%                 | Total   |                    |
|                                   | \$392            | 1,821        | Ν Ι       | 93%                 | Air Transport, Services & Supplies                                    |                    |
|                                   | V 15.            | 13           | v v       | 93%                 | Ground Transport Services & Supplies                                  | Adults             |
|                                   | \$1<br>\$1<br>80 | 221          | D N       | 93%                 | Ground Transport, Services & Supplies                                 | Children           |
|                                   |                  |              |           |                     | Codes with CPI Comparison   |                    |
| \$1,857                           | \$1,272          |              |           | 74%                 | Total   |                    |
| \$554<br>\$1,303                  | \$379<br>\$893   | 156<br>1,358 | <u> </u>  | 74%<br>74%          | Air Transport, Services & Supplies Air Transport, Services & Supplies | Children<br>Adults |
|                                   |                  |              |           |                     | Codes with Proxy Comparison   |                    |
| \$4,942,382                       | \$3,044,375      |              |           | 75%                 | Total   |                    |
| \$653                             | \$447,503        | 1,810        | 2         | 66%                 | Air Transport, Services & Supplies                                    |                    |
| \$261                             |                  | 52,955       | _         | 54%                 | Air Mileage   |                    |
| \$1,154,904                       |                  | 40,041       | 9         | 76%                 | Ground Transport, Services & Supplies                                 |                    |
| \$301                             |                  | 608,479      | _         | 78%                 | Ground Mileage  | Adults             |
| \$1,043                           |                  | 972          | 3         | 66%                 | Air Transport, Services & Supplies                                    |                    |
| \$602                             |                  | 54,477       | 2         | 54%                 | Air Mileage   |                    |
| \$633,800                         |                  | 9,811        | 11        | 76%                 | Ground Transport, Services & Supplies                                 |                    |
| \$291                             |                  | 262,810      | 2         | 78%                 | Ground Mileage  | Children           |
| Federal                           | GR               | Units        | Codes     | of Comparison Group | Codes with Medicare Comparison  | CC                 |
|                                   |                  | Number of    | Number of | MO HealthNet as %   |   |                    |





Ambulance SFY 2012: Third-Year Plan

|  |         | Children<br>Adults  |                           |         | Children<br>Adults   |                             |             |  |                                       | Adults         |                                    |             |                                       | Children       |                                       |
|--|---------|---|---------------------------|---------|--|-----------------------------|-------------|--|---------------------------------------|----------------|------------------------------------|-------------|---------------------------------------|----------------|---------------------------------------|
| Total Cost<br>Total Cost Savings<br>Net Total for SFY 2012 | Total   | Ground Transport, Services & Supplies Air Transport, Services & Supplies Ground Transport, Services & Supplies Air Transport, Services & Supplies | Codes with CPI Comparison | Total   | Air Transport, Services & Supplies<br>Air Transport, Services & Supplies | Codes with Proxy Comparison | Total       | Air Mileage Air Transport, Services & Supplies | Ground Transport, Services & Supplies | Ground Mileage | Air Transport, Services & Supplies | Air Mileage | Ground Transport, Services & Supplies | Ground Mileage | Codes with Medicare Comparison        |
| 90%  | 96%     | 96%<br>96%<br>96%   |                           | 87%     | 87%<br>87%   |                             | 90%         | //%<br>83%                                     | 88%                                   | 89%            | 83%                                | 77%         | 88%                                   | 89%            | MO HealthNet as % of Comparison Group |
|  |         | N N N N   |                           |         |  |                             |             | 2 -  | . 9                                   | _              | ω                                  | 2           | 11                                    | 2              | Number of Codes                       |
|  |         | 21<br>381<br>13<br>1,821  |                           |         | 156<br>1,358   |                             |             | 52,955<br>1,810                                | 40,041                                |                |                                    | 54,477      | 9,811                                 | 262,810        | Number of Units                       |
| \$3,046,207<br>\$0<br>\$3,046,207                          | \$560   | \$18<br>131<br>\$5<br>\$406   |                           | \$1,272 | \$379<br>\$893   |                             | \$3,044,375 | \$179,227                                      | \$791,303                             | \$206,700      | \$576,054                          | \$332,841   | \$349,956                             | \$160,791      | GR                                    |
| \$4,945,096<br>\$0<br>\$4,945,096                          | \$857   | \$33<br>224<br>\$8<br>\$592   |                           | \$1,857 | \$554<br>\$1,303   |                             | \$4,942,382 | \$653,129                                      | \$1,154,904                           | \$301,678      | \$1,043,282                        | \$602,803   | \$633,800                             | \$291,205      | Federal                               |
| \$7,991,302<br>\$0<br>\$7,991,302                          | \$1,416 | \$51<br>355<br>\$13<br>\$997  |                           | \$3,129 | \$933<br>\$2,196   |                             | \$7,986,757 | \$1,100,632                                    | \$1,946,207                           | \$508,378      | \$1,619,336                        | \$935,644   | \$983,756                             | \$451,996      | Total                                 |





Ambulance SFY 2013: Fourth-Year Plan

|  |         | Children<br>Adults   |                           |         | Children<br>Adults   |                             |             |                                    |             |                                       | Adults         |                                    |             |                                       | Children       |                                       |
|--|---------|--|---------------------------|---------|--|-----------------------------|-------------|------------------------------------|-------------|---------------------------------------|----------------|------------------------------------|-------------|---------------------------------------|----------------|---------------------------------------|
| Total Cost<br>Total Cost Savings<br>Net Total for SFY 2013 | Total   | Ground Transport, Services & Supplies<br>Air Transport, Services & Supplies<br>Ground Transport, Services & Supplies<br>Air Transport, Services & Supplies | Codes with CPI Comparison | Total   | Air Transport, Services & Supplies<br>Air Transport, Services & Supplies | Codes with Proxy Comparison | Total       | Air Transport, Services & Supplies | Air Mileage | Ground Transport, Services & Supplies | Ground Mileage | Air Transport, Services & Supplies | Air Mileage | Ground Transport, Services & Supplies | Ground Mileage | Codes with Medicare Comparison        |
| 100%<br>100%   | 100%    | 100%<br>100%<br>100%<br>100%   |                           | 100%    | 100%<br>100%   |                             | 100%        | 100%                               | 100%        | 100%                                  | 100%           | 100%                               | 100%        | 100%                                  | 100%           | MO HealthNet as % of Comparison Group |
|  |         | 2222   |                           |         |  |                             |             | 2                                  | _           | 9                                     | _              | ω                                  | 2           | 11                                    | 2              | Number of Codes                       |
|  |         | 21<br>381<br>13<br>1,821   |                           |         | 156<br>1,358   |                             |             | 1,810                              | 52,955      | 40,041                                | 608,479        | 972                                | 54,477      | 9,811                                 | 262,810        | Number of Units                       |
| \$3,046,220<br>\$0<br>\$3,046,220                          | \$573   | \$18<br>131<br>\$5<br>\$419  |                           | \$1,272 | \$379<br>\$893   |                             | \$3,044,375 | \$447,503                          |             |                                       |                |                                    |             |                                       |                | GR                                    |
| \$4,945,115<br>\$0<br>\$4,945,115                          | \$876   | \$33<br>224<br>\$8<br>\$611  |                           | \$1,857 | \$554<br>\$1,303   |                             | \$4,942,382 | \$653,129                          | \$261,581   | \$1,154,904                           | \$301,678      | \$1,043,282                        | \$602,803   | \$633,800                             | \$291,205      | Federal                               |
| \$7,991,335<br>\$0<br>\$7,991,335                          | \$1,449 | \$51<br>355<br>\$13<br>\$1,030   |                           | \$3,129 | \$933<br>\$2,196   |                             | \$7,986,757 | \$1,100,632                        | \$440,808   | \$1,946,207                           | \$508,378      | \$1,619,336                        | \$935,644   | \$983,756                             | \$451,996      | Total                                 |





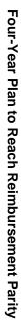
|   |               | SF         | SFY 2010   |                                       |               | S                                     | SFY 2011                     |                       |             |        | SF)        | SFY 2012   |               |               | SF         | SFY 2013   |                              | _   | Total Increase                | Ó              |
|---|---------------|------------|------------|---------------------------------------|---------------|---------------------------------------|------------------------------|-----------------------|-------------|--------|------------|------------|---------------|---------------|------------|------------|------------------------------|---|-------------------------------|----------------|
|   | % of<br>Medi- | General    |            |                                       | % of<br>Medi- | General                               | _                            |                       | <b>S</b> «  | % of   | General    |            |               | % of<br>Medi- | General    |            |                              | General   |                               |                |
| Comparison Group                                    | care          | Revenue    | Federal    | Total                                 | care          | Revenue                               | e Federal                    | al Total              | ┢           | care R | Revenue    | Federal    | Total         | care          | Revenue    | Federal    | Total                        | Revenue   | Federal                       | Total          |
| Using Medicare Rates                                |               |            |            |                                       |               |                                       |                              |                       |             |        |            |            |               |               |            |            |                              |   |                               |                |
| Cost to Reach Parity - Medicare                     | 53%           | \$42,854   |            | \$76,898 \$119,752                    | 2 69%         | 6 \$42,854                            |                              | \$76,898 \$119,752    |             | 84%    | \$42,854   | \$76,898   | \$119,752     | 100%          | \$42,854   | \$76,898   | \$119,752                    | \$76,898 \$119,752 \$171,416 \$307,592 \$479,008                        | \$307,592                     | \$479,008      |
| Savings to Reach Parity - Medicare                  | 128%          | (\$9,909)  | (\$17,945) | (\$9,909) (\$17,945) (\$27,854)       | \$1           | (\$9,909)                             | 9) (\$17,9                   | (\$17,945) (\$27,854) | 854)        | \$1    | (\$9,909)  | (\$17,945) | (\$27,854)    | \$1           | (\$9,909)  | (\$17,945) | (\$27,854)                   | (\$9,909) (\$17,945) (\$27,854) (\$39,636) (\$71,780) (\$111,416)       | (\$71,780)                    | (\$111,416)    |
| Net Total to Reach Parity - Medicare                | 74%           | \$32,945   | \$58,953   | \$ \$91,898                           | 8 82%         | 6 \$32,945                            | 15 \$58,953                  |                       | \$91,898    | 91%    | \$32,945   | \$58,953   | \$91,898      | 100%          | \$32,945   | \$58,953   | \$91,898                     |   | \$131,780 \$235,812 \$367,592 | \$367,592      |
|   |               |            |            |                                       |               |                                       |                              |                       |             |        |            |            |               |               |            |            |                              |   |                               |                |
| Using State Proxy Cost to Reach Parity - Proxy Rate | 67%           | \$14,533   | \$23,301   | \$37,834                              | 4 78%         | 6 \$14,533                            | 3 \$23,301                   |                       | \$37,834    | 89%    | \$14,533   | \$23,301   | \$37,834      | 100%          | \$14,533   | \$23,301   | \$37,834                     | \$58,132  | \$93,204                      | \$151,336      |
| Savings to Reach Parity - Proxy Rate                | 118%          | (\$451)    | (\$816)    | (\$1,267)                             | ) 112%        | % (\$451)                             | 1) (\$816)                   |                       | (\$1,267) 1 | 106%   | (\$451)    | (\$816)    | (\$1,267)     | 100%          | (\$451)    | (\$816)    | (\$1,267)                    | (\$1,804)   | (\$3,264)                     | (\$5,068)      |
| Net Total to Reach Parity - Proxy Rate              | 70%           | \$14,082   | \$22,485   | \$36,567                              | 7 80%         | 6 \$14,082                            | \$22,485                     |                       | \$36,567    | 90%    | \$14,082   | \$22,485   | \$36,567 100% |               | \$14,082   |            | \$22,485 \$36,567            | \$56,328  | \$89,940 \$146,268            | \$146,268      |
|   |               |            |            |                                       |               |                                       |                              |                       |             |        |            |            |               |               |            |            |                              |   |                               |                |
| Cost to Reach Parity - CPI Rate                     | 89%           | \$735      | \$960      | \$1,695                               | 5 93%         | 6 \$867                               | \$1,131                      |                       | \$1,998     | 96%    | \$878      | \$1,147    | \$2,025       | 100%          | \$890      | \$1,162    | \$2,052                      | \$3,370   | \$4,400                       | \$7,770<br>A-7 |
| Total   |               |            |            |                                       |               |                                       |                              |                       |             |        |            |            |               |               |            |            |                              |   |                               |                |
| Total Cost to Reach Parity                          | 61%           | \$58,122   | \$101,159  | \$159,281                             | 1 74%         |                                       | \$58,254 \$101,330 \$159,584 | 30 \$159              |             | 87%    | \$58,265   | \$101,346  | \$159,611     | 100%          | \$58,277   | \$101,361  | \$58,277 \$101,361 \$159,638 |   | \$232,918 \$405,196           | \$638,114      |
| Total Savings to Reach Parity                       | 127%          | (\$10,360) | (\$18,761) | 127% (\$10,360) (\$18,761) (\$29,121) |               | 118% (\$10,360) (\$18,761) (\$29,121) | 0) (\$18,76                  | 61) (\$29,            |             | 109%   | (\$10,360) | (\$18,761) | (\$29,121)    | 100%          | (\$10,360) | (\$18,761) | (\$29,121)                   | 100% (\$10,360) (\$18,761) (\$29,121) (\$41,440) (\$75,044) (\$116,484) | (\$75,044)                    | (\$116,484)    |
| Net Total to Reach Parity                           | 74%           | \$47,762   | \$82,398   | \$130,160                             | 0 83%         | <b>%</b> \$47,894                     |                              | \$82,569 \$130,463    |             | 91%    | \$47,905   | \$82,585   | \$130,490     | 100%          | \$47,917   | \$82,600   | \$82,600 \$130,517           | $\blacksquare$  | \$191,478 \$330,152           | \$521,630      |





Audiology SFY 2010: First-Year Plan

| <b>-</b>  |                                     | Children E<br>Adults E  | _  | Children (   | Children E<br>Adults E                             |                                   | _  | Children (   | Children E<br>Adults E  | Cc                                    |
|---|-------------------------------------|---|--|--------------|--|-----------------------------------|--|--------------|---|---------------------------------------|
| Total Cost<br>Total Savings<br>Net Total to Reach Parity - SFY 2010 | Total to Reach Parity with CPI Rate | Codes with CPI Comparison Evaluations/Testing Evaluations/Testing | Net Total to Reach Parity with State Proxy | Cost Savings | Evaluations/Testing Evaluations/Testing Total Cost | Codes with State Proxy Comparison | Net Total to Reach Parity with Medicare Rate | Cost Savings | Evaluations/Testing<br>Evaluations/Testing<br><b>Total Cost</b> | Codes with Medicare Comparison        |
| 61%<br>127%<br>74%  | 89%                                 | 89%<br>89%  | 70%  | 118%         | 44%<br>77%<br><b>67%</b>                           |                                   | 74%  | 128%         | 53%<br>5 <b>6%</b>  | MO HealthNet as % of Comparison Group |
|   |                                     | 13 6  |  | _            | 7<br>19  |                                   |  | œ            | 27<br>5   | Number of Codes                       |
| 13,702<br>11,289<br>24,991  | 734                                 | 46<br>688   | 9,960                                      | 9,517        | 131<br>312<br><b>443</b>                           |                                   | 14,297                                       | 1,772        | 12,188<br>337<br><b>12,525</b>                                  | Number of<br>Units                    |
| \$58,122<br>(\$10,360)<br>\$47,762                                  | \$735                               | \$11<br>\$724   | \$14,082                                   | (\$451)      | \$8,558<br>\$5,975<br><b>\$14,533</b>              |                                   | \$32,945                                     | (\$9,909)    | \$41,436<br>\$1,418<br><b>\$42,854</b>                          | GR                                    |
| \$101,159<br>(\$18,761)<br>\$82,398                                 | \$960                               | \$14<br>\$946   | \$22,485                                   | (\$816)      | \$15,498<br>\$7,803<br><b>\$23,301</b>             |                                   | \$58,953                                     | (\$17,945)   | \$75,045<br>\$1,853<br><b>\$76,898</b>                          | Federal                               |
| \$159,281<br>(\$29,121)<br>\$130,160                                | \$1,695                             | \$25<br>\$1,670   | \$36,567                                   | (\$1,267)    | \$24,056<br>\$13,778<br><b>\$37,834</b>            |                                   | \$91,898                                     | (\$27,854)   | \$116,481<br>\$3,271<br><b>\$119,752</b>                        | Total                                 |





Audiology SFY 2011: Second-Year Plan

|   |  | Children<br>Adults  |  | Children     | Children<br>Adults   |  | Children     | Children<br>Adults                                 |                                       |
|---|--|---|--|--------------|--|--|--------------|--|---------------------------------------|
| Total Cost<br>Total Savings<br>Net Total to Reach Parity - SFY 2011 | Total Cost to Reach Parity with CPI Rate | Codes with CPI Comparison Evaluations/Testing Evaluations/Testing | Net Total to Reach Parity with State Proxy | Cost Savings | Codes with State Proxy Comparison Evaluations/Testing Evaluations/Testing Total Cost | Net Total to Reach Parity with Medicare Rate | Cost Savings | Evaluations/Testing Evaluations/Testing Total Cost | Codes with Medicare Comparison        |
| 74%<br>118%<br>83%  | 93%                                      | 93%   | 80%  | 112%         | 63%<br>85%<br><b>78%</b>   | 82%  | 119%         | 69%<br>71%<br><b>69%</b>                           | MO HealthNet as % of Comparison Group |
|   |  | 1<br>3<br>6   |  | _            | 7<br>19  |  | 8            | 27<br>5  | Number of Codes                       |
| 13,702<br>11,289<br>24,991  | 734                                      | 46<br>688   | 9,960                                      | 9,517        | 131<br>312<br><b>443</b>   | 14,297                                       | 1,772        | 12,188<br>337<br><b>12,525</b>                     | Number of<br>Units                    |
| \$58,254<br>(\$10,360)<br>\$47,894                                  | \$867                                    | \$22<br>\$845   | \$14,082                                   | (\$451)      | \$8,558<br>\$5,975<br><b>\$14,533</b>  | \$32,945                                     | (\$9,909)    | \$41,436<br>\$1,418<br><b>\$42,854</b>             | GR                                    |
| \$101,330<br>(\$18,761)<br>\$82,569                                 | \$1,131                                  | \$28<br>\$1,103   | \$22,485                                   | (\$816)      | \$15,498<br>\$7,803<br><b>\$23,301</b>   | \$58,953                                     | (\$17,945)   | \$75,045<br>\$1,853<br><b>\$76,898</b>             | Federal                               |
| \$159,584<br>(\$29,121)<br>\$130,463                                | \$1,998                                  | \$50<br>\$1,948   | \$36,567                                   | (\$1,267)    | \$24,056<br>\$13,778<br><b>\$37,834</b>  | \$91,898                                     | (\$27,854)   | \$116,481<br>\$3,271<br><b>\$119,752</b>           | Total                                 |





Audiology SFY 2012: Third-Year Plan

|   |                                     | Children<br>Adults  |  | Children     | Children<br>Adults   |  | Children     | Children<br>Adults                                 |                                       |
|---|-------------------------------------|---|--|--------------|--|--|--------------|--|---------------------------------------|
| Total Cost<br>Total Savings<br>Net Total to Reach Parity - SFY 2012 | Total to Reach Parity with CPI Rate | Codes with CPI Comparison Evaluations/Testing Evaluations/Testing | Net Total to Reach Parity with State Proxy | Cost Savings | Codes with State Proxy Comparison Evaluations/Testing Evaluations/Testing Total Cost | Net Total to Reach Parity with Medicare Rate | Cost Savings | Evaluations/Testing Evaluations/Testing Total Cost | Codes with Medicare Comparison        |
| 87%<br>109%<br>91%  | 96%                                 | 96%<br>96%  | 90%  | 106%         | 81%<br>92%<br><b>89</b> %  | 91%  | 109%         | 84%<br>85%<br><b>84%</b>                           | MO HealthNet as % of Comparison Group |
|   |                                     | 13 6  |  | _            | 7<br>19  |  | 8            | 27<br>5  | Number of Codes                       |
| 13,702<br>11,289<br>24,991  | 734                                 | 46<br>688   | 9,960                                      | 9,517        | 131<br>312<br><b>443</b>   | 14,297                                       | 1,772        | 12,188<br>337<br><b>12,525</b>                     | Number of<br>Units                    |
| \$58,265<br>(\$10,360)<br>\$47,905                                  | \$878                               | \$33<br>\$845   | \$14,082                                   | (\$451)      | \$8,558<br>\$5,975<br><b>\$14,533</b>  | \$32,945                                     | (\$9,909)    | \$41,436<br>\$1,418<br><b>\$42,854</b>             | GR                                    |
| \$101,346<br>(\$18,761)<br>\$82,585                                 | \$1,147                             | \$44<br>\$1,103   | \$22,485                                   | (\$816)      | \$15,498<br>\$7,803<br><b>\$23,301</b>   | \$58,953                                     | (\$17,945)   | \$75,045<br>\$1,853<br><b>\$76,898</b>             | Federal                               |
| \$159,611<br>(\$29,121)<br>\$130,490                                | \$2,025                             | \$77<br>\$1,948   | \$36,567                                   | (\$1,267)    | \$24,056<br>\$13,778<br><b>\$37,834</b>  | \$91,898                                     | (\$27,854)   | \$116,481<br>\$3,271<br><b>\$119,752</b>           | Total                                 |





Audiology SFY 2013: Fourth-Year Plan

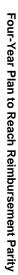
|   |                                     | Children<br>Adults  |  | Children     | Children<br>Adults   |  | Children     | Children<br>Adults                                 |                                       |
|---|-------------------------------------|---|--|--------------|--|--|--------------|--|---------------------------------------|
| Total Cost<br>Total Savings<br>Net Total to Reach Parity - SFY 2013 | Total to Reach Parity with CPI Rate | Codes with CPI Comparison Evaluations/Testing Evaluations/Testing | Net Total to Reach Parity with State Proxy | Cost Savings | Codes with State Proxy Comparison Evaluations/Testing Evaluations/Testing Total Cost | Net Total to Reach Parity with Medicare Rate | Cost Savings | Evaluations/Testing Evaluations/Testing Total Cost | Codes with Medicare Comparison        |
| 100%<br>100%<br>100%  | 100%                                | ]<br>100%<br>100%   | 100%                                       | 100%         | ]<br>100%<br><b>100%</b>   | 100%   | 100%         | 100%<br>100%<br><b>100%</b>                        | MO HealthNet as % of Comparison Group |
|   |                                     | <b>1</b> 3 6  |  | _            | 7<br>19  |  | &            | 27<br>5  | Number of Codes                       |
| 13,702<br>11,289<br>24,991  | 734                                 | 46<br>688   | 9,960                                      | 9,517        | 131<br>312<br><b>443</b>   | 14,297                                       | 1,772        | 12,188<br>337<br><b>12,525</b>                     | Number of<br>Units                    |
| \$58,277<br>(\$10,360)<br>\$47,917                                  | \$890                               | \$45<br>\$845   | \$14,082                                   | (\$451)      | \$8,558<br>\$5,975<br><b>\$14,533</b>  | \$32,945                                     | (\$9,909)    | \$41,436<br>\$1,418<br><b>\$42,854</b>             | GR                                    |
| \$101,361<br>(\$18,761)<br>\$82,600                                 | \$1,162                             | \$59<br>\$1,103   | \$22,485                                   | (\$816)      | \$15,498<br>\$7,803<br><b>\$23,301</b>   | \$58,953                                     | (\$17,945)   | \$75,045<br>\$1,853<br><b>\$76,898</b>             | Federal                               |
| \$159,638<br>(\$29,121)<br>\$130,517                                | \$2,052                             | \$104<br>\$1,948  | \$36,567                                   | (\$1,267)    | \$24,056<br>\$13,778<br><b>\$37,834</b>  | \$91,898                                     | (\$27,854)   | \$116,481<br>\$3,271<br><b>\$119,752</b>           | Total                                 |



| Net Total to Reach Parity 57% \$5.475.011 \$9.652.142 | Cost Savings to Reach Parity 143% (\$24) (\$42) | Cost to Reach Parity 57% \$5,475,035 \$9,652,184 \$15,127,219 | Total | Cost to Reach Parity - CPI Rate 89% \$21 \$38 | Using CPI | Cost to Reach Parity - Proxy Rate 78% \$88 \$145 | Using State Proxy | Net Total to Reach Parity - Medicare 72% \$141,136 \$242,642 | Cost Savings to Reach Parity - Medicare 143% (\$24) (\$42) | Cost to Reach Parity - Medicare 72% \$141,160 \$242,684 | Using Medicare Rates | Cost to Reach Parity - UCR 55% \$5,333,766 \$9,409,317 \$14,743,083 | Using Dental UCR | care    | Medi- General | % of SFY 2010              |
|---|---|---|-------|---|-----------|--|-------------------|--|--|---|----------------------|---|------------------|---------|---------------|----------------------------|
| \$9,652,142 \$15,127,153                              | (\$66)  | \$15,127,219  |       | \$59  |           | \$233  |                   | \$383,778  | (\$66)   | \$383,844   |                      | \$14,743,083  |                  | Total   |               |                            |
| 71% \$  | 129%  | 71% \$  |       | %86   |           | %58  |                   | 81%  | \$1  | %18   |                      | 70%   |                  |         | Ċ             | % of                       |
| 5,475,011   | (\$24)  | \$5,475,035   |       | \$21  |           | \$88   |                   | \$141,136  | (\$24)   | \$141,160   |                      | \$5,333,766   |                  | Revenue | General       | SFY                        |
| \$5,475,011 \$9,652,143 \$15,127,154                  | (\$42)  | \$9,652,185   |       | \$39  |           | \$145  |                   | \$242,642  | (\$42)   | \$242,684   |                      | \$9,409,317 \$14,743,083  |                  | Federal |               | SFY 2011                   |
| \$15,127,154  | (\$66)  | \$15,127,220  |       | \$60  |           | \$233  |                   | \$383,778  | (\$66)   | \$383,844   |                      | \$14,743,083  |                  | Total   |               |                            |
| 86%   | 114%  | 86%   |       | 96%   |           | 93%  |                   | 91%  | <b>\$</b> 1  | 91%   |                      | 85%   |                  |         | Medi-         | % of                       |
| \$5,475,012   | (\$24)  | \$5,475,036   |       | \$22  |           | \$88   |                   | \$141,136  | (\$24)   | \$141,160   |                      | \$5,333,766   |                  | Revenue | General       | SFY                        |
| \$9,652,144 \$15,127,156                              | (\$42)  | \$9,652,186 \$15,127,222                                      |       | \$40  |           | \$145  |                   | \$242,642  | (\$42)   | \$242,684   |                      | \$9,409,317 \$14,743,083  |                  | Federal |               | / 2012                     |
| \$15,127,156  | (\$66)  | \$15,127,222  |       | \$62  |           | \$233  |                   | \$383,778  | (\$66)   | \$383,844   |                      | \$14,743,083  |                  | Total   |               |                            |
| 100%  | 100%  | 100%  |       | 100%  |           | 100%   |                   | 100%   | \$1  | 100%  |                      | 100%  |                  | care    | Medi-         | % of                       |
| \$5,475,013   | (\$24)  | \$5,475,037   |       | \$23  |           | \$88   |                   | \$141,136  | (\$24)   | \$141,160   |                      | \$5,333,766   |                  | Revenue | General       | SF                         |
| \$5,475,013 \$9,652,146 \$15,127,159                  | (\$42)  | \$9,652,188   |       | \$42  |           | \$145  |                   | \$242,642  | (\$42)   | \$242,684   |                      | \$9,409,317 \$14,743,083  |                  | Federal |               | SFY 2013                   |
| \$15,127,159  | (\$66)  | \$9,652,188 \$15,127,225                                      |       | \$65  |           | \$233  |                   | \$383,778  | (\$66)   | \$383,844   |                      | \$14,743,083  |                  | Total   |               |                            |
|   | (\$96)  | \$21,900,143  |       | \$87  |           | \$352  |                   | \$564,544  | (\$96)   | \$564,640   |                      | \$21,335,064  |                  | Revenue | General       | Tota                       |
| \$21,900,047 \$38,608,575 \$60,508,622                | (\$168)   | \$38,608,743  |       | \$159   |           | \$580  |                   |  | (\$168)  | \$970,736   |                      | \$21,335,064 \$37,637,268 \$58,972,332                              |                  | Federal |               | Total Cost to Reach Parity |
| \$60,508,622  | (\$264)   | \$60,508,886  |       | \$246   |           | \$932  |                   | \$970,568 \$1,535,112  | (\$264)  | \$1,535,376   |                      | \$58,972,332  |                  | Total   |               | Parity                     |

# Four-Year Plan to Reach Reimbursement Parity

# **Dental Summary**





Dental SFY 2010: First-Year Plan

|   |  | Children               |                           |  | Children<br>Adults                            |                             |   | Children<br>Adults   | Children<br>Adults  |                                |                                     | Children<br>Adults              |                                       |
|---|--|------------------------|---------------------------|--|---|-----------------------------|---|--|---|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|
| Total Cost<br>Total Savings<br>Net Total to Reach Parity - SFY 2010 | Total Cost to Reach Parity with CPI Rate | Cost - Dental Services | Codes with CPI Comparison | Total Cost to Reach Parity with Proxy Rate | Cost - Dental Services Cost - Dental Services | Codes with Proxy Comparison | Net Total to Reach Parity with Medicare | Savings - Dental Services (Physician codes billed by dentists) Savings - Dental Services (Physician codes billed by dentists) Total Cost Savings to Reach Parity with Medicare | Cost - Dental Services (Physician codes billed by dentists) Cost -Dental Services (Physician codes billed by dentists) Total Cost to Reach Parity with Medicare | Codes with Medicare Comparison | Total Cost to Reach Parity with UCR | Dental Services Dental Services | Codes with UCR Comparison             |
| 57%<br>143%<br>57%  | 89%                                      | 89%                    |                           | 78%  | 79%<br>78%                                    |                             | 72%                                     | 155%<br>135%<br><b>143%</b>  | 72%<br>72%<br><b>72%</b>  |                                | 55%                                 | 55%<br>55%                      | MO HealthNet as % of Comparison Group |
| 467<br>5<br>472   | _  | _                      |                           | 2  |   |                             | 172                                     | <b>U</b> 1 (2) (N)   | 74<br>93<br><b>167</b>  |                                | 297                                 | 161<br>136                      | Number<br>of Codes S                  |
| 515,230<br>21<br>515,251  | _  | _                      |                           | თ  | <b>→</b> 51                                   |                             | 57,524                                  | 9<br>12<br><b>21</b>   | 48,569<br>8,934<br><b>57,503</b>  |                                | 457,720                             | 410,758<br>46,962               | Units of<br>Service                   |
| \$5,475,035<br>(\$24)<br>\$5,475,011                                | \$21                                     | \$21                   |                           | \$88                                       | \$53<br>\$35                                  |                             | \$141,136                               | (\$11)<br>(\$13)<br><b>(\$24)</b>  | \$103,879<br>\$37,281<br><b>\$141,160</b>   |                                | \$5,333,766                         | \$4,835,207<br>\$498,559        | GR                                    |
| \$9,652,184<br>(\$42)<br>\$9,652,142                                | \$38                                     | \$38                   |                           | \$145                                      | \$98<br>\$47                                  |                             | \$242,642                               | (\$19)<br>(\$23)<br><b>(\$42)</b>  | \$178,548<br>\$64,136<br><b>\$242,684</b>   |                                | \$9,409,317                         | \$8,751,498<br>\$657,819        | Federal                               |
| \$15,127,219<br>(\$66)<br>\$15,127,153                              | \$59                                     | \$59                   |                           | \$233                                      | \$151<br>\$82                                 |                             | \$383,778                               | (\$30)<br>(\$36)<br><b>(\$66)</b>  | \$282,427<br>\$101,417<br><b>\$383,844</b>  |                                | \$14,743,083                        | \$13,586,705<br>\$1,156,378     | Total                                 |
|   |  |                        |                           |  |   |                             |   |  |   |                                |                                     |                                 |                                       |





Dental SFY 2011: Second-Year Plan

| To<br>Ne  | То                                       | Children Co            | Code                      | То   | Children Co<br>Adults Co                         | Code                        | Ne                                      | Children Sa<br>Adults Sa<br><b>To</b>  | Children Co<br>Adults Co<br><b>To</b>   |                                | То                                  | Children De<br>Adults De        |                                       |
|---|--|------------------------|---------------------------|--|--|-----------------------------|---|--|---|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|
| Total Cost<br>Total Savings<br>Net Total to Reach Parity - SFY 2011 | Total Cost to Reach Parity with CPI Rate | Cost - Dental Services | Codes with CPI Comparison | Total Cost to Reach Parity with Proxy Rate | Cost - Dental Services<br>Cost - Dental Services | Codes with Proxy Comparison | Net Total to Reach Parity with Medicare | Savings - Dental Services (Physician codes billed by dentists) Savings - Dental Services (Physician codes billed by dentists) Total Cost Savings to Reach Parity with Medicare | Cost - Dental Services (Physician codes billed by dentists) Cost -Dental Services (Physician codes billed by dentists) Total Cost to Reach Parity with Medicare | Codes with Medicare Comparison | Total Cost to Reach Parity with UCR | Dental Services Dental Services | Codes with UCR Comparison             |
| 71%<br>129%<br>71%  | 93%                                      | 93%                    |                           | 85%  | 86%<br>85%                                       |                             | 81%                                     | 137%<br>123%<br><b>129%</b>  | 82%<br>81%<br><b>81%</b>  |                                | 70%                                 | 70%<br>70%                      | MO HealthNet as % of Comparison Group |
| 467<br>5<br>472   |  |                        |                           |  |  |                             | 172                                     |  | 74<br>93<br><b>167</b>  |                                | 297                                 | 161<br>136                      | Number of Codes                       |
|   | _  | _                      |                           | 2  |  |                             | N                                       | <b>ύ</b> π ω Ν   | 400   |                                |                                     |                                 | Units of<br>Service                   |
| 515,230<br>21<br>515,251  | _  | _                      |                           | ი  | <b>→</b> 51                                      |                             | 57,524                                  | 9<br>12<br><b>21</b>   | 48,569<br>8,934<br><b>57,503</b>  |                                | 457,720                             | 410,758<br>46,962               | s of                                  |
| \$5,475,035<br>(\$24)<br>\$5,475,011                                | \$21                                     | \$21                   |                           | \$88                                       | \$53<br>\$35                                     |                             | \$141,136                               | (\$11)<br>(\$13)<br><b>(\$24)</b>  | \$103,879<br>\$37,281<br><b>\$141,160</b>   |                                | \$5,333,766                         | \$4,835,207<br>\$498,559        | GR                                    |
| \$9,652,185<br>(\$42)<br>\$9,652,143                                | \$39                                     | \$39                   |                           | \$145                                      | \$98<br>\$47                                     |                             | \$242,642                               | (\$19)<br>(\$23)<br><b>(\$42)</b>  | \$178,548<br>\$64,136<br><b>\$242,684</b>   |                                | \$9,409,317                         | \$8,751,498<br>\$657,819        | Federal                               |
| \$15,127,220<br>(\$66)<br>\$15,127,154                              | \$60                                     | \$60                   |                           | \$233                                      | \$151<br>\$82                                    |                             | \$383,778                               | (\$30)<br>(\$36)<br><b>(\$66)</b>  | \$282,427<br>\$101,417<br><b>\$383,844</b>  |                                | \$14,743,083                        | \$13,586,705<br>\$1,156,378     | Total                                 |





Dental SFY 2012: Third-Year Plan

|   |  | Children               |                           |  | Children<br>Adults                            |                             |   | Children<br>Adults   | Children<br>Adults  |                                |                                     | Children<br>Adults              |                                       |
|---|--|------------------------|---------------------------|--|---|-----------------------------|---|--|---|--------------------------------|-------------------------------------|---------------------------------|---------------------------------------|
| Total Savings  Net Total to Reach Parity - SFY 2012 | Total Cost to Reach Parity with CPI Rate | Cost - Dental Services | Codes with CPI Comparison | Total Cost to Reach Parity with Proxy Rate | Cost - Dental Services Cost - Dental Services | Codes with Proxy Comparison | Net Total to Reach Parity with Medicare | Savings - Dental Services (Physician codes billed by dentists) Savings - Dental Services (Physician codes billed by dentists) Total Cost Savings to Reach Parity with Medicare | Cost - Dental Services (Physician codes billed by dentists) Cost -Dental Services (Physician codes billed by dentists) Total Cost to Reach Parity with Medicare | Codes with Medicare Comparison | Total Cost to Reach Parity with UCR | Dental Services Dental Services | Codes with UCR Comparison             |
| 96%<br>114%<br>86%                                  | 96%                                      | 96%                    |                           | 93%  | 93%<br>93%                                    |                             | 91%                                     | 118%<br>112%<br><b>114%</b>  | 91%<br>91%<br><b>91%</b>  |                                | 85%                                 | 85%                             | MO HealthNet as % of Comparison Group |
| 467<br>472  | 1  | _                      |                           | 2  | <u> </u>                                      |                             | 172                                     | <b>5</b> 7 3 N   | 74<br>93<br><b>167</b>  |                                | 297                                 | 161<br>136                      | Number of Codes                       |
| 515,250<br>21<br>515,251                            |  | _                      |                           | 6  | <b>→</b> 5                                    |                             | 57,524                                  | 9<br>12<br><b>21</b>   | 48,569<br>8,934<br><b>57,503</b>  |                                | 457,720                             | 410,758<br>46,962               | Units of Service                      |
| \$5,475,036<br>(\$24)<br>\$5,475,012                | \$22                                     | \$22                   |                           | \$88                                       | \$53<br>\$35                                  |                             | \$141,136                               | (\$11)<br>(\$13)<br><b>(\$24)</b>  | \$103,879<br>\$37,281<br><b>\$141,160</b>   |                                | \$5,333,766                         | \$4,835,207<br>\$498,559        | GR                                    |
| \$9,652,166<br>(\$42)<br>\$9,652,144                | \$40                                     | \$40                   |                           | \$145                                      | \$98<br>\$47                                  |                             | \$242,642                               | (\$19)<br>(\$23)<br><b>(\$42)</b>  | \$178,548<br>\$64,136<br><b>\$242,684</b>   |                                | \$9,409,317                         | \$8,751,498<br>\$657,819        | Federal                               |
| \$15,127,222<br>(\$66)<br>\$15,127,156              | \$62                                     | \$62                   |                           | \$233                                      | \$151<br>\$82                                 |                             | \$383,778                               | (\$30)<br>(\$36)<br><b>(\$66)</b>  | \$282,427<br>\$101,417<br><b>\$383,844</b>  |                                | \$14,743,083                        | \$13,586,705<br>\$1,156,378     | Total                                 |





Dental SFY 2013: Fourth-Year Plan

|                    | Codes with UCR Comparison   | MO HealthNet as % of Comparison Group | Number of Codes | Unit<br>Service | Units of vice            | GR                                   | Federal                              | Total                                  |
|--------------------|---|---------------------------------------|-----------------|-----------------|--------------------------|--------------------------------------|--------------------------------------|--|
| Children<br>Adults | n Dental Services<br>Dental Services  | 100%<br>100%                          | <b></b>         | 161<br>136      | 410,758<br>46,962        | \$4,835,207<br>\$498,559             | \$8,751,498<br>\$657,819             | \$13,586,705<br>\$1,156,378            |
|                    | Total Cost to Reach Parity with UCR   | 100%                                  | 2               | 297             | 457,720                  | \$5,333,766                          | \$9,409,317                          | \$14,743,083                           |
|                    | Codes with Medicare Comparison  |                                       |                 |                 |                          |                                      |                                      |  |
| Children           | Cost - Dental Services (Physician codes billed by dentists)     Cost - Dental Services (Physician codes billed by dentists) | 100%                                  |                 | 74<br>93        | 48,569<br>8 934          | \$103,879<br>\$37.281                | \$178,548                            | \$282,427<br>\$101 417                 |
| 9                  | Total Cost to Reach Parity with Medicare  | 100%                                  |                 | 167             | 57,503                   | \$141,160                            | \$242,684                            | \$383,844                              |
| Children           |   | 100%                                  |                 | 2               | 9                        | (\$11)                               | (\$19)                               | (\$30)                                 |
| Adults             | Savings - Dental Services (Physician codes billed by dentists)  Total Cost Savings to Reach Parity with Medicare            | 100%<br><b>100%</b>                   |                 | <b>౮</b>        | 12<br><b>21</b>          | (\$13)<br><b>(\$24)</b>              | (\$23)<br><b>(\$42)</b>              | (\$36)<br><b>(\$66)</b>                |
|                    | Net Total to Reach Parity with Medicare   | 100%                                  | <u> </u>        | 172             | 57,524                   | \$141,136                            | \$242,642                            | \$383,778                              |
|                    | Codes with Proxy Comparison   |                                       |                 |                 |                          |                                      |                                      |  |
| Children           | n Cost - Dental Services  | 100%                                  |                 | _               | Οī                       | \$53                                 | \$98                                 | \$151                                  |
| Adults             | Cost - Dental Services  | 100%                                  |                 | _               | _                        | \$35                                 | \$47                                 | \$82                                   |
|                    | Total Cost to Reach Parity with Proxy Rate  | 100%                                  |                 | N               | 6                        | \$88                                 | \$145                                | \$233                                  |
|                    | Codes with CPI Comparison   |                                       |                 |                 |                          |                                      |                                      |  |
| Children           | n Cost - Dental Services  | 100%                                  |                 | _               | _                        | \$23                                 | \$42                                 | \$65                                   |
|                    | Total Cost to Reach Parity with CPI Rate  | 100%                                  |                 | _               | _                        | \$23                                 | \$42                                 | \$65                                   |
|                    | Total Cost<br>Total Savings<br>Net Total to Reach Parity - SFY 2013   | 100%<br>100%<br>100%                  | 4 4             | 467<br>5<br>472 | 515,230<br>21<br>515,251 | \$5,475,037<br>(\$24)<br>\$5,475,013 | \$9,652,188<br>(\$42)<br>\$9,652,146 | \$15,127,225<br>(\$66)<br>\$15,127,159 |



|                                      | 2             | SFY 2010    | 2010                    |             | 2    | SFY         | SFY 2011                |                       | ° 24          | SF)         | SFY 2012    |             | 2             | SFY                                      | SFY 2013                     |             |             | Total Increase                        | Ф             |
|--------------------------------------|---------------|-------------|-------------------------|-------------|------|-------------|-------------------------|-----------------------|---------------|-------------|-------------|-------------|---------------|--|------------------------------|-------------|-------------|---------------------------------------|---------------|
|                                      | % or<br>Medi- | General     |                         |             | % or | General     |                         |                       | % or<br>Medi- | General     |             |             | % or<br>Medi- | % or<br>Medi- General                    |                              |             | General     |                                       |               |
| Comparison Group                     | care          | Revenue     | Federal                 | Total       | care | Revenue     | Federal                 | Total                 | care          | Revenue     | Federal     | Total       | care          | •  | Federal                      | Total       | Revenue     | Federal                               | Total         |
| Using Medicare Rates                 |               |             |                         |             |      |             |                         |                       |               |             |             |             |               |  |                              |             |             |                                       |               |
| Cost to Reach Parity - Medicare      | %26           | \$204,613   | \$337,522               | \$542,135   | 95%  | \$204,613   | \$337,522               | \$542,135             | 97%           | \$204,613   | \$337,522   | \$542,135   | 100%          | \$204,613                                | \$337,522                    | \$542,135   | \$818,452   | \$818,452 \$1,350,088                 | \$2,168,540   |
| Savings to Reach Parity - Medicare   | 106%          | (\$6,940)   | (\$11,558)              | (\$18,498)  | 104% | (\$6,940)   | (\$11,558)              | (\$18,498)            | 102%          | (\$6,940)   | (\$11,558)  | (\$18,498)  | 100%          | (\$6,940)                                | (\$11,558)                   | (\$18,498)  | (\$27,760)  | (\$27,760) (\$46,232)                 | (\$73,992)    |
|                                      |               |             |                         |             |      |             |                         |                       |               |             |             |             |               |  |                              |             |             |                                       |               |
| Net Total to Reach Parity - Medicare | 93%           | \$197,673   | \$325,964               | \$523,637   | 95%  | \$197,673   | \$325,964               | \$523,637             | 98%           | \$197,673   | \$325,964   | \$523,637   | 100%          | \$197,673                                | \$325,964                    | \$523,637   | \$790,692   | \$790,692 \$1,303,856                 | \$2,094,548   |
|                                      |               |             |                         |             |      |             |                         |                       |               |             |             |             |               |  |                              |             |             |                                       |               |
| Using State Proxy                    |               |             |                         |             |      |             |                         |                       |               |             |             |             |               |  |                              |             |             |                                       |               |
| Cost to Reach Parity - Proxy         | 84%           | \$222,055   | \$392,669               | \$614,724   | %06  | \$222,055   | \$392,669               | \$614,724             | 95%           | \$222,055   | \$392,669   | \$614,724   | 100%          | \$222,055                                | \$392,669                    | \$614,724   | 022'888\$   | \$888,220 \$1,570,676                 | \$2,458,896   |
| Savings to Reach Parity - Proxy      | 128%          | (\$128,286) | (\$212,327) (\$340,613) | (\$340,613) | 118% | (\$128,286) | (\$212,327) (\$340,613) | (\$340,613)           | 109%          | (\$128,286) | (\$212,327) | (\$340,613) | 100% (        | 100% (\$128,286) (\$212,327) (\$340,613) | \$212,327)                   | (\$340,613) | (\$513,144) | (\$513,144) (\$849,308)               | (\$1,362,452) |
| Net Total to Reach Parity - Proxy    | 117%          | \$93,769    | \$180,342 \$274,111     | \$274,111   | 111% | \$93,769    | \$180,342               | \$180,342 \$274,111   | 106%          | \$93,769    | \$180,342   | \$274,111   | 100%          | \$93,769                                 | \$93,769 \$180,342 \$274,111 | \$274,111   | \$375,076   | \$375,076 \$721,368                   | \$1,096,444   |
|                                      |               |             |                         |             |      |             |                         |                       |               |             |             |             |               |  |                              |             |             |                                       |               |
| Using CPI                            |               |             |                         |             |      |             |                         |                       |               |             |             |             |               |  |                              |             |             |                                       |               |
| Cost to Reach Parity - CPI           | 89%           | \$55,646    | \$98,053                | \$153,699   | 93%  | \$58,054    | \$102,300               | \$160,354             | 96%           | \$60,035    | \$105,803   | \$165,838   | 100%          | \$62,052                                 | \$109,349                    | \$171,401   | \$235,787   | \$415,505                             | \$651,292     |
| Total                                |               |             |                         |             |      |             |                         |                       |               |             |             |             |               |  |                              |             |             |                                       |               |
| Total Cost to Reach Parity           |               | \$482,314   | \$828,244 \$1,310,558   | \$1,310,558 |      | \$484,722   | \$832,491               | \$832,491 \$1,317,213 |               | \$486,703   | \$835,994   | \$1,322,697 |               | \$488,720 \$839,540 \$1,328,260          | \$839,540                    | \$1,328,260 | \$1,942,459 | \$1,942,459 \$3,336,269               | \$5,278,728   |
| Total Savings to Reach Parity        |               | (\$135,226) | (\$223,885) (\$359,111) | (\$359,111) |      | (\$135,226) | (\$223,885) (\$359,111) | (\$359,111)           |               | (\$135,226) | (\$223,885) | (\$359,111) | _             | (\$135,226) (\$223,885) (\$359,111)      | \$223,885)                   | (\$359,111) | (\$540,904) | (\$540,904) (\$895,540) (\$1,436,444) | (\$1,436,444) |
| Net Total to Reach Parity            | 96%           | \$347,088   | \$604,359               | \$951,447   | 97%  | \$349,496   | \$608,606               | \$958,102             | 99%           | \$351,477   | \$612,109   | \$963,586   | 100%          | \$353,494                                | \$615,655                    | \$969,149   | \$1,401,555 | \$1,401,555 \$2,440,729               | \$3,842,284   |

# DME Summary

Four-Year Plan to Reach Reimbursement Parity





DME SFY 2010: First-Year Plan (1 of 3)

|  |               | <b>Adults</b><br>Cost Savir                        | Children Cost Savings Cost Savings Cost Savings Cost Savings  |            | Adults Cost Cost Cost   | Children Cost Cost Cost Cost Cost Cost Cost  |                                       |
|--|---------------|--|---|------------|---|--|---------------------------------------|
| Net Total Cost to Reach Parity with Medicare | Total Savings | <b>Adults</b><br>Cost Savings Equipment - Purchase | Children  Cost Savings Supplies - Purchase  Cost Savings Equipment - Purchase  Cost Savings Equipment Rental  Cost Savings Orthotic & Prosthetic - Purchase | Total Cost | Supplies - Purchase<br>Equipment - Purchase<br>Orthotic & Prosthetic - Purchase | Supplies - Purchase<br>Enteral & Parenteral Therapy - Purchase<br>Equipment Purchase<br>Equipment Rental<br>Orthotic & Prosthetic - Purchase | Codes with Medicare Comparison        |
| 93%  | 106%          | 136%   | 113%<br>132%<br>101%<br>104%  | 92%        | 95%<br>100%<br>87%  | 100%<br>90%<br>98%<br>96%<br>85%   | MO HealthNet as % of Comparison Group |
|  |               | <u> </u>   | <u> </u>  |            | 137<br>156<br>296   | 148<br>1<br>115<br>52<br>290   | Number of Codes                       |
| 572,949                                      | 5,848         | 318  | 2,346<br>238<br>2,909<br>37   | 567,101    | 126,209<br>6,137<br>8,314   | 288,026<br>101,099<br>5,661<br>22,093<br>9,562   | Units of<br>Services                  |
| \$197,673                                    | (\$6,940)     | (\$2,211)  | (\$1,072)<br>(\$2,514)<br>(\$1,107)<br>(\$36)   | \$204,613  | \$7,566<br>\$4,142<br>\$60,461  | \$604<br>\$11,701<br>\$4,599<br>\$19,138<br>\$96,402   | GR                                    |
| \$325,964                                    | (\$11,558)    | (\$2,993)  | (\$1,942)<br>(\$4,552)<br>(\$2,006)<br>(\$65)   | \$337,522  | \$10,239<br>\$5,606<br>\$81,812   | \$1,093<br>\$21,191<br>\$8,329<br>\$34,660<br>\$174,592  | Federal                               |
| \$523,637                                    | (\$18,498)    | (\$5,204)  | (\$3,014)<br>(\$7,066)<br>(\$3,113)<br>(\$101)  | \$542,135  | \$17,805<br>\$9,748<br>\$142,273  | \$1,697<br>\$32,892<br>\$12,928<br>\$53,798<br>\$570,994   | Total                                 |





DME SFY 2010: First-Year Plan (2 of 3)

|   |                         | Adults Cost Savings Cost Savings Cost Savings   | Children Cost Savings Cost Savings Cost Savings Cost Savings Cost Savings Cost Savings  |            | Adults Cost Cost Cost Cost   | Children Cost Cost Cost Cost   |                                       |
|---|-------------------------|---|---|------------|--|--|---------------------------------------|
| Net Total Cost to Reach Parity with State Proxy | Total Savings           | Adults Cost Savings Supplies - Purchase Cost Savings Enteral & Parenteral Therapy - Purchase Cost Savings Enteral & Parenteral Therapy - Rental | ngs Supplies - Purchase<br>ngs Enteral & Parenteral Therapy - Purchase<br>ngs Enteral & Parenteral Therapy - Rental<br>ngs Equipment Purchase<br>ngs Orthotic & Prosthetic - Purchase | Total Cost | Supplies - Purchase<br>Enteral & Parenteral Therapy - Purchase<br>Orthotic & Prosthetic - Purchase | Supplies - Purchase<br>Enteral & Parenteral Therapy - Purchase<br>Orthotic & Prosthetic - Purchase | Codes with State Proxy Comparison     |
| 117%  | 128%                    | 220%<br>134%<br>159%  | 222%<br>124%<br>159%<br>121%<br>116%  | 84%        | 96%<br>84%<br>66%  | 77%<br>83%<br>79%  | MO HealthNet as % of Comparison Group |
|   |                         | 1 1 2<br>1 4 2  | <u> </u>  |            | ი <sup>1</sup> ა   | 32<br>17   | Number of Codes                       |
| 5,094,262                                       | 224,985                 | 722<br>48,736<br>39   | 2,135<br>173,335<br>11<br>1   | 4,869,277  | 16,492<br>647,448<br>18  | 1,475,204<br>2,729,773<br>342  | Units of<br>Services                  |
| \$93,769  | (\$128,286)             | (\$978)<br>(\$41,661)<br>(\$1,064)  | (\$2,472)<br>(\$81,697)<br>(\$383)<br>(\$27)<br>(\$4)   | \$222,055  | \$334<br>\$20,244<br>\$150   | \$76,505<br>\$123,493<br>\$1,329   | GR                                    |
| \$180,342                                       | (\$128,286) (\$212,327) | (\$1,324)<br>(\$56,374)<br>(\$1,440)  | (\$4,479)<br>(\$147,960)<br>(\$693)<br>(\$49)<br>(\$8)  | \$392,669  | \$453<br>\$27,394<br>\$203   | \$138,555<br>\$223,657<br>\$2,407  | Federal                               |
| \$274,111                                       | (\$340,613)             | (\$2,302)<br>(\$98,035)<br>(\$2,504)  | (\$6,951)<br>(\$229,657)<br>(\$1,076)<br>(\$76)<br>(\$12)   | \$614,724  | \$787<br>\$47,638<br>\$353   | \$215,060<br>\$347,150<br>\$3,736  | Total                                 |





DME SFY 2010: First-Year Plan (3 of 3)

|          | Codes with CPI Comparison                                     | of Comparison Group | of Codes | Services             | GR                       | Federal                  |
|----------|---|---------------------|----------|----------------------|--------------------------|--------------------------|
| Children |   |                     |          |                      |                          |                          |
| Cost     | Supplies - Purchase   | 89%                 | 18       | 227,646              | \$9,157                  |                          |
| Cost     | Enteral & Parenteral Therapy - Purchase                       | 89%                 | 5        | 73,711               | \$3,213                  |                          |
| Cost     | Equipment Purchase  | 89%                 | 2        | 4,653                | \$25,110                 | ٠,                       |
| Cost     | Equipment Rental  | 89%                 | ω        | 1.943                | \$12,760                 | ↔                        |
| Cost     | Orthotic & Prosthetic - Purchase                              | 89%                 | _        | _                    | \$1                      | \$2                      |
| Adults   |   |                     |          |                      |                          |                          |
| Cost     | Supplies - Purchase   | 89%                 | 6        | 11,632               | \$2,580                  |                          |
| Cost     | Enteral & Parenteral Therapy - Purchase                       | 89%                 | 7        | 5,987                | \$1,260                  | ۲۵                       |
| Cost     | Enteral & Parenteral Therapy - Rental                         | 89%                 | 4        | 5,940                | \$619                    |                          |
| Cost     | Equipment Purchase  | 89%                 | 2        | 254                  | \$946                    | \$1,236                  |
|          | Total Cost to Reach Parity with CPI                           | 89%                 |          | 331,767              | \$55,646                 | \$98,053                 |
|          | Total Cost Total Savings Not Total to Reach Parity - SEV 2010 | 92%<br>123%<br>96%  |          | 5,201,044<br>224,985 | \$482,314<br>(\$135,226) | \$828,244<br>(\$223,885) |





DME SFY 2011: Second-Year Plan (1 of 3)

|  |               | Adults<br>Cost Sa                                  | Cost Savings | Cost Savings | Cost Savings                | <b>Children</b><br>Cost Savings        |            | Cost                             | Cost                 | Cost                | Adults | Cost                             | Cost             | Cost               | Cost                                    | Cost                | Children |                                       |
|--|---------------|--|--------------|--------------|-----------------------------|--|------------|----------------------------------|----------------------|---------------------|--------|----------------------------------|------------------|--------------------|---|---------------------|----------|---------------------------------------|
| Net Total Cost to Reach Parity with Medicare | Total Savings | <b>Adults</b><br>Cost Savings Equipment - Purchase |              |              | avings Equipment - Purchase | <b>n</b><br>vrings Supplies - Purchase | Total Cost | Orthotic & Prosthetic - Purchase | Equipment - Purchase | Supplies - Purchase |        | Orthotic & Prosthetic - Purchase | Equipment Rental | Equipment Purchase | Enteral & Parenteral Therapy - Purchase | Supplies - Purchase | 3        | Codes with Medicare Comparison        |
| 95%  | 104%          | 124%   | 103%         | 101%         | 121%                        | 109%                                   | 95%        | 91%                              | 100%                 | 96%                 |        | 90%                              | 97%              | 99%                | 93%                                     | 100%                |          | MO HealthNet as % of Comparison Group |
|  |               | 11   | _            | 6            | ω                           | 2                                      |            | 296                              | 156                  | 137                 |        | 290                              | 52               | 115                | _                                       | 148                 |          | of Codes                              |
| 572,949                                      | 5,848         | 318  | 37           | 2,909        | 238                         | 2,346                                  | 567,101    | 8,314                            | 6,137                | 126,209             |        | 9,562                            | 22,093           | 5,661              | 101,099                                 | 288,026             |          | Services                              |
| \$197,673                                    | (\$6,940)     | (\$2,211)  | (\$36)       | (\$1,107)    | (\$2,514)                   | (\$1,072)                              | \$204,613  | \$60,461                         | \$4,142              | \$7,566             |        | \$96,402                         | \$19,138         | \$4,599            | \$11,701                                | \$604               |          | GR                                    |
| \$325,964                                    | (\$11,558)    | (\$2,993)  | (\$65)       | (\$2,006)    | (\$4,552)                   | (\$1,942)                              | \$337,522  | \$81,812                         | \$5,606              | \$10,239            |        | \$174,592                        | \$34,660         | \$8,329            | \$21,191                                | \$1,093             |          | Federal                               |
| \$523,637                                    | (\$18,498)    | (\$5,204)  | (\$101)      |              |                             |  | \$542,135  | \$142,273                        |                      |                     |        |                                  |                  |                    | \$32,892                                |                     |          | Total                                 |





DME SFY 2011: Second-Year Plan (2 of 3)

| \$274,111   | \$180,342  | \$93,769  | 5,094,262                             |                 | 111%                                  | Net Total Cost to Reach Parity with State Proxy  |                |
|---|--|---|---------------------------------------|-----------------|---------------------------------------|--|----------------|
| (\$340,613)   | (\$212,327)  | (\$128,286)   | 224,985                               |                 | 118%                                  | Total Savings  |                |
| (\$2,302)<br>(\$98,035)<br>(\$2,504)                      | (\$1,324)<br>(\$56,374)<br>(\$1,440)                   | (\$978)<br>(\$41,661)<br>(\$1,064)                    | 722<br>48,736<br>39                   | 14<br>1         | 180%<br>123%<br>140%                  | Adults Cost Savings Supplies - Purchase Cost Savings Enteral & Parenteral Therapy - Purchase Cost Savings Enteral & Parenteral Therapy - Rental  | C C C <b>A</b> |
| (\$6,951)<br>(\$229,657)<br>(\$1,076)<br>(\$76)<br>(\$76) | (\$4,479)<br>(\$147,960)<br>(\$693)<br>(\$89)<br>(\$8) | (\$2,472)<br>(\$81,697)<br>(\$383)<br>(\$27)<br>(\$4) | 2,135<br>173,335<br>11<br>1<br>1<br>6 | <u></u>         | 181%<br>116%<br>140%<br>114%<br>111%  | Children  Cost Savings Supplies - Purchase Cost Savings Enteral & Parenteral Therapy - Purchase Cost Savings Enteral & Parenteral Therapy - Rental Cost Savings Equipment Purchase Cost Savings Orthotic & Prosthetic - Purchase | 00000 <b>9</b> |
| \$614,724   | \$392,669  | \$222,055   | 4,869,277                             |                 | 90%                                   | Total Cost   |                |
| \$787<br>\$47,638<br>\$353                                | \$453<br>\$27,394<br>\$203                             | \$334<br>\$20,244<br>\$150                            | 16,492<br>647,448<br>18               | 6 11 3          | 97%<br>89%<br>77%                     | Adults Cost Supplies - Purchase Cost Enteral & Parenteral Therapy - Purchase Cost Orthotic & Prosthetic - Purchase   | C C C <b>≥</b> |
| \$215,060<br>\$347,150<br>\$3,736                         | \$138,555<br>\$223,657<br>\$2,407                      | \$76,505<br>\$123,493<br>\$1,329                      | 1,475,204<br>2,729,773<br>342         | 32<br>17<br>12  | 85%<br>89%<br>86%                     | Children         Cost       Supplies - Purchase         Cost       Enteral & Parenteral Therapy - Purchase         Cost       Orthotic & Prosthetic - Purchase   | 000 <b>0</b>   |
| Total   | Federal  | GR  | Units of Services                     | Number of Codes | MO HealthNet as % of Comparison Group | Codes with State Proxy Comparison  | П              |





DME SFY 2011: Second-Year Plan (3 of 3)

|   |                                     | Cost               | Cost                                  | Cost                                    | Cost                | Adults | Cost                             | Cost             | Cost               | Cost                                    | Cost                | Children |                                       |
|---|-------------------------------------|--------------------|---------------------------------------|---|---------------------|--------|----------------------------------|------------------|--------------------|---|---------------------|----------|---------------------------------------|
| Total Cost<br>Total Savings<br>Net Total to Reach Parity - SFY 2011 | Total Cost to Reach Parity with CPI | Equipment Purchase | Enteral & Parenteral Therapy - Rental | Enteral & Parenteral Therapy - Purchase | Supplies - Purchase |        | Orthotic & Prosthetic - Purchase | Equipment Rental | Equipment Purchase | Enteral & Parenteral Therapy - Purchase | Supplies - Purchase |          | Codes with CPI Comparison             |
| 94%<br>115%<br>97%  | 93%                                 | 93%                | 93%                                   | 93%                                     | 93%                 |        | 93%                              | 93%              | 93%                | 92%                                     | 93%                 |          | MO HealthNet as % of Comparison Group |
|   |                                     | 2                  | 4                                     | 7                                       | 6                   |        | _                                | 3                | 2                  | 5                                       | 18                  |          | Number of Codes                       |
| 5,768,145<br>230,833<br>5,998,978                                   | 331,767                             | 254                | 5,940                                 | 5,987                                   | 11,632              |        | _                                | 1,943            | 4,653              | 73,711                                  | 227,646             |          | Units of<br>Services                  |
| \$484,722<br>(\$135,226)<br>\$349,496                               | \$58,054                            | \$986              | \$623                                 | \$1,308                                 | \$2,712             |        | \$1                              | \$13,251         | \$26,142           | \$3,711                                 | \$9,320             |          | GR                                    |
| \$832,491<br>(\$223,885)<br>\$608,606                               | \$102,300                           | \$1,288            | \$813                                 | \$1,709                                 | \$3,542             |        | \$3                              | \$23,999         | \$47,346           | \$6,721                                 | \$16,879            |          | Federal                               |
| \$1,317,213<br>) (\$359,111)<br>\$ \$958,102                        | \$160,354                           | \$2,274            |                                       |   |                     |        |                                  |                  |                    |   | \$26,199            |          | Total                                 |





DME SFY 2012: Second-Year Plan (1 of 3)

|  |               | Adults<br>Cost Savings                             | Children Cost Savings Cost Savings Cost Savings Cost Savings  |            | Adults Cost Cost Cost   | Children Cost Cost Cost Cost Cost Cost   |                                |
|--|---------------|--|---|------------|---|--|--------------------------------|
| Net Total Cost to Reach Parity with Medicare | Total Savings | <b>Adults</b><br>Cost Savings Equipment - Purchase | Supplies - Purchase<br>Equipment - Purchase<br>Equipment Rental<br>Orthotic & Prosthetic - Purchase | Total Cost | Supplies - Purchase<br>Equipment - Purchase<br>Orthotic & Prosthetic - Purchase | Supplies - Purchase<br>Enteral & Parenteral Therapy - Purchase<br>Equipment Purchase<br>Equipment Rental<br>Orthotic & Prosthetic - Purchase | Codes with Medicare Comparison |
| 98%  | 102%          | 112%   | 104%<br>111%<br>100%<br>101%  | 97%        | 98%<br>100%<br>96%  | 100%<br>97%<br>99%<br>99%<br>95%   | of Comparison Group            |
|  |               | 11   | <b>→</b> の ω Ν  |            | 137<br>156<br>296   | 148<br>1 115<br>52<br>290  | of Codes                       |
| 572,949                                      | 5,848         | 318  | 2,346<br>238<br>2,909<br>37   | 567,101    | 126,209<br>6,137<br>8,314   | 288,026<br>101,099<br>5,661<br>22,093<br>9,562   | Services                       |
| \$197,673                                    | (\$6,940)     | (\$2,211)  | (\$1,072)<br>(\$2,514)<br>(\$1,107)<br>(\$36)   | \$204,613  | \$7,566<br>\$4,142<br>\$60,461  | \$604<br>\$11,701<br>\$4,599<br>\$19,138<br>\$96,402   | GR                             |
| \$325,964                                    | (\$11,558)    | (\$2,993)  | (\$1,942)<br>(\$4,552)<br>(\$2,006)<br>(\$65)   | \$337,522  | \$10,239<br>\$5,606<br>\$81,812   | \$1,093<br>\$21,191<br>\$8,329<br>\$34,660<br>\$174,592  | Federal                        |
| \$523,637                                    | (\$18,498)    | (\$5,204)  | (\$3,014)<br>(\$7,066)<br>(\$3,113)<br>(\$101)  | \$542,135  | \$17,805<br>\$9,748<br>\$142,273  | \$1,697<br>\$32,892<br>\$12,928<br>\$53,798<br>\$270,994   | Total                          |





DME SFY 2012: Second-Year Plan (2 of 3)

|  | 224,985                                | 224,985 (\$128,286)<br>5 004 262 |
|--|--|----------------------------------|
| 140% 2<br>1111% 14<br>120% 1                   |  | 2<br>14<br>1                     |
| <u></u> 00                                     | 9 2,135<br>9 173,335<br>1 11<br>1 1    |                                  |
| 95%  | 4,869,277                              |                                  |
| 6 <sup>1</sup> 3                               | 3 16,492<br>11 647,448<br>6 18         | ,                                |
| 32<br>17<br>12                                 | 32 1,475,204<br>17 2,729,773<br>12 342 |                                  |
| MO HealthNet as % of Comparison Group of Codes |  | of Codes                         |





DME SFY 2012: Second-Year Plan (3 of 3)

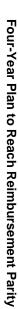
|   |                                     | Cost<br>Cost   | Cost                                    | Cost                | Adults | Cost                             | Cost             | Cost               | Cost                                    | Cost                | Children |                                       |
|---|-------------------------------------|--|---|---------------------|--------|----------------------------------|------------------|--------------------|---|---------------------|----------|---------------------------------------|
| Total Cost<br>Total Savings<br>Net Total to Reach Parity - SFY 2012 | Total Cost to Reach Parity with CPI | Enteral & Parenteral Therapy - Rental Equipment Purchase | Enteral & Parenteral Therapy - Purchase | Supplies - Purchase |        | Orthotic & Prosthetic - Purchase | Equipment Rental | Equipment Purchase | Enteral & Parenteral Therapy - Purchase | Supplies - Purchase |          | Codes with CPI Comparison             |
| 97%<br>108%<br>99%  | 96%                                 | 96%<br>96%   | 96%                                     | 96%                 |        | 96%                              | 96%              | 96%                | 96%                                     | 96%                 |          | MO HealthNet as % of Comparison Group |
|   |                                     | 4 3  | 7                                       | 6                   |        | _                                | ω                | 2                  | <sub>5</sub>                            | 18                  |          | Number of Codes                       |
| 5,768,145<br>230,833<br>5,998,978                                   | 331,767                             | 5,940<br>254   | 5,987                                   | 11,632              |        | _                                | 1,943            | 4,653              | 73,711                                  | 227,646             |          | Units of<br>Services                  |
| \$486,703<br>(\$135,226)<br>\$351,477                               | \$60,035                            | \$628<br>\$1,021   | \$1,366                                 | \$2,777             |        | <del>\$</del> 1                  | \$13,776         | \$27,093           | \$3,951                                 | \$9,422             |          | GR                                    |
| \$835,994<br>(\$223,885)<br>\$612,109                               | \$105,803                           | \$820<br>\$1,334   | \$1,784                                 | \$3,627             |        | \$3                              | \$24,950         | \$49,067           | \$7,155                                 | \$17,063            |          | Federal                               |
| \$1,322,344<br>(\$359,111)<br>\$963,233                             | \$165,838                           | \$1,448<br>\$2,355                                       | \$3,150                                 | \$6,404             |        | \$4                              | \$38,726         | \$76,160           | \$11,106                                | \$26,485            |          | Total                                 |





DME SFY 2013: Second-Year Plan (1 of 3)

|  |               | Adults<br>Cost Savings  | Children Cost Savings Cost Savings Cost Savings Cost Savings  |            | Adults Cost Cost Cost   | Children Cost Cost Cost Cost Cost Cost   |                                       |
|--|---------------|-------------------------|---|------------|---|--|---------------------------------------|
| Net Total Cost to Reach Parity with Medicare | Total Savings | gs Equipment - Purchase | gs Supplies - Purchase<br>gs Equipment - Purchase<br>gs Equipment Rental<br>gs Orthotic & Prosthetic - Purchase | Total Cost | Supplies - Purchase<br>Equipment - Purchase<br>Orthotic & Prosthetic - Purchase | Supplies - Purchase<br>Enteral & Parenteral Therapy - Purchase<br>Equipment Purchase<br>Equipment Rental<br>Orthotic & Prosthetic - Purchase | Codes with Medicare Comparison        |
|  |               |                         |   |            |   |  |                                       |
| 100%   | 100%          | 100%                    | 100%<br>100%<br>100%<br>100%  | 100%       | 100%<br>100%<br>100%  | 100%<br>100%<br>100%<br>100%   | MO HealthNet as % of Comparison Group |
|  |               | 11                      | <u> →                                   </u>  |            | 137<br>156<br>296   | 148<br>1<br>115<br>52<br>290   | Number of Codes                       |
| 572,949                                      | 5,848         | 318                     | 2,346<br>238<br>2,909<br>37   | 567,101    | 126,209<br>6,137<br>8,314   | 288,026<br>101,099<br>5,661<br>22,093<br>9,562   | Units of Services                     |
| \$197,673                                    | (\$6,940)     | (\$2,211)               | (\$1,072)<br>(\$2,514)<br>(\$1,107)<br>(\$36)   | \$204,613  | \$7,566<br>\$4,142<br>\$60,461  | \$604<br>\$11,701<br>\$4,599<br>\$19,138<br>\$96,402   | GR                                    |
| \$325,964                                    | (\$11,558)    | (\$2,993)               | (\$1,942)<br>(\$4,552)<br>(\$2,006)<br>(\$65)   | \$337,522  | \$10,239<br>\$5,606<br>\$81,812   | \$1,093<br>\$21,191<br>\$8,329<br>\$34,660<br>\$174,592  | Federal                               |
| \$523,637                                    | (\$18,498)    | (\$5,204)               | (\$3,014)<br>(\$7,066)<br>(\$3,113)<br>(\$101)  | \$542,135  | \$17,805<br>\$9,748<br>\$142,273  | \$1,697<br>\$32,892<br>\$12,928<br>\$53,798<br>\$270,994   | Total                                 |





DME SFY 2013: Second-Year Plan (2 of 3)

|                        |   | MO HealthNet as %   | Number   | Units of  |             |             |             |
|------------------------|---|---------------------|----------|-----------|-------------|-------------|-------------|
|                        | Codes with State Proxy Comparison               | of Comparison Group | of Codes | Services  | GR          | Federal     | Total       |
| Children               |   |                     |          |           |             |             |             |
| Cost                   | Supplies - Purchase                             | 100%                | 32       | 1,475,204 | \$76,505    | \$138,555   | \$215,060   |
| Cost                   | Enteral & Parenteral Therapy - Purchase         | 100%                | 17       | 2,729,773 | \$123,493   | \$223,657   | \$347,150   |
| Cost                   | Orthotic & Prosthetic - Purchase                | 100%                | 12       | 342       | \$1,329     | \$2,407     | \$3,736     |
| Adults                 |   |                     |          |           |             |             |             |
| Cost                   | Supplies - Purchase                             | 100%                | ω        | 16,492    | \$334       | \$453       | \$787       |
| Cost                   | Enteral & Parenteral Therapy - Purchase         | 100%                | 11       | 647,448   | \$20,244    | \$27,394    | \$47,638    |
| Cost                   | Orthotic & Prosthetic - Purchase                | 100%                | 6        | 18        | \$150       | \$203       | \$353       |
|                        | Total Cost                                      | 100%                |          | 4,869,277 | \$222,055   | \$392,669   | \$614,724   |
| Children               | )<br>:<br>:                                     |                     | )        | )         |             |             |             |
| Cost Savings           | Enteral & Parenteral Therany - Durchase         | 100%                | 0 (      | 173 335   | (\$81 607)  | (\$147.960) | (\$220,657) |
| Cost Savings           | Enteral & Parenteral Therapy - Rental           | 100%                |          | 11        | (#383)      | (\$603)     | (#1 076)    |
| Cost Savings           | Equipment Purchase                              | 100%                | _        | _         | (\$27)      | (\$49)      | (\$76)      |
| Cost Savings           | Orthotic & Prosthetic - Purchase                | 100%                | _        | <b>o</b>  | (\$4)       | (\$8)       | (\$12)      |
| Adults<br>Cost Savings | Supplies - Purchase                             | 100%                | 2        | 722       | (\$978)     | (\$1,324)   | (\$2,302)   |
| Cost Savings           | Enteral & Parenteral Therapy - Purchase         | 100%                | 14       | 48,736    | (\$41,661)  | (\$56,374)  | (\$98,035)  |
| Cost Savings           | Enteral & Parenteral Therapy - Rental           | 100%                | _        | 39        | (\$1,064)   | (\$1,440)   | (\$2,504)   |
|                        | Total Savings                                   | 100%                |          | 224,985   | (\$128,286) | (\$212,327) | (\$340,613) |
|                        | Net Total Cost to Reach Parity with State Proxy | 100%                |          | 5,094,262 | \$93,769    | \$180,342   | \$274,111   |
|                        |   |                     |          |           |             |             |             |





SFY 2013: Second-Year Plan (3 of 3)

Adults
Cost
Cost
Cost
Cost
Cost Children
Cost
Cost
Cost
Cost
Cost
Cost Total Savings
Net Total to Reach Parity - SFY 2013 **Total Cost Equipment Purchase** Enteral & Parenteral Therapy - Rental Enteral & Parenteral Therapy - Purchase Supplies - Purchase Orthotic & Prosthetic - Purchase **Equipment Rental** Enteral & Parenteral Therapy - Purchase Supplies - Purchase **Total Cost to Reach Parity with CPI Equipment Purchase Codes with CPI Comparison** of Comparison Group MO HealthNet as % 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% of Codes <u>-</u> 2 2 5 <del>2</del> 8 0 7 4 9 Services 230,833 5,998,978 5,768,145 331,767 227,646 73,711 11,632 5,987 5,940 254 4,653 1,943 1 (\$135,226) \$353,494 \$488,720 \$62,052 \$14,319 \$1 \$28,208 GЯ \$2,847 \$1,425 \$9,511 \$4,009 \$1,063 \$669 (\$223,885) \$615,655 Federal \$109,349 \$839,540 \$25,933 \$3 \$7,260 \$51,086 \$17,224 \$873 \$1,389 \$3,719 \$1,862 \$1,328,260 (\$359,111) \$969,149 \$171,401 Total \$26,735 \$11,269 \$79,294 \$40,252 \$4 \$6,566 \$3,287 \$1,542 \$2,452



Social Services
NoHealth
Net

#### **Optical Summary**

| Net Total to Reach Parity         | Total Savings to Reach Parity | Total Cost to Reach Parity          | Total | Total to Reach Parity - CPI Rate | Using CPI | Total to Reach Parity - Proxy Rate  | Using State Proxy | Net Total to Reach Parity - Medicare                                  | Cost Savings to Reach Parity - Medicare | Cost to Reach Parity - Medicare   | Using Medicare Rates | Comparison Group |                   |         |                |
|-----------------------------------|-------------------------------|-------------------------------------|-------|----------------------------------|-----------|-------------------------------------|-------------------|---|---|-----------------------------------|----------------------|------------------|-------------------|---------|----------------|
| 66%                               | 113%                          | 66%                                 |       | 89%                              |           | 73%                                 |                   | 62%   | 113%                                    | 62%                               |                      | care             | Medi-             | %<br>of |                |
| \$956,504                         | (\$868)                       | \$957,372                           |       | \$1,373                          |           | \$266,046                           |                   |   | (\$868)                                 | \$689,953                         |                      | Revenue          | General           |         | SFY            |
| \$956,504 \$1,520,558 \$2,477,062 | (\$1,273) (\$2,141)           | \$957,372 \$1,521,831 \$2,479,203   |       | \$1,972                          |           | \$436,723                           |                   | \$689,085 \$1,081,863 \$1,770,948                                     | (\$1,273)                               | \$689,953 \$1,083,136 \$1,773,089 |                      | Federal          |                   |         | SFY 2010       |
| \$2,477,062                       | (\$2,141)                     | \$2,479,203                         |       | \$3,345                          |           | \$702,769                           |                   | \$1,770,948   | (\$2,141)                               | \$1,773,089                       |                      | Total            |                   |         |                |
| 77%                               | 109%                          | 77%                                 |       | %86                              |           | 82%                                 |                   | 75%   | 109%                                    | %57                               |                      | care             | Medi-             | % of    |                |
| \$956,561                         | (\$868)                       | \$957,429 \$1,521,916 \$2,479,345   |       | \$1,430                          |           | \$266,046                           |                   | \$689,085 \$1,081,863 \$1,770,948                                     | (\$868)                                 | \$689,953 \$                      |                      | Revenue          | General           |         | SFY 2011       |
| \$956,561 \$1,520,643 \$2,477,204 | (\$1,273)                     | 1,521,916                           |       | \$2,057                          |           | \$436,723                           |                   | 1,081,863   | (\$1,273)                               | \$689,953 \$1,083,136 \$1,773,089 |                      | Federal          |                   |         | 2011           |
| \$2,477,204                       | (\$2,141)                     | \$2,479,345                         |       | \$3,487                          |           | \$702,769                           |                   | \$1,770,948   | (\$2,141)                               | \$1,773,089                       |                      | Total            |                   |         |                |
| 89%                               | 104%                          | 89%                                 |       | %96                              |           | 91%                                 |                   | 87%   | 104%                                    | 87%                               |                      | care             | Medi-             | % of    |                |
| \$956,599 \$                      | (\$868)                       | \$957,467                           |       | \$1,468                          |           | \$266,046                           |                   | \$689,085   | (\$868)                                 | \$689,953 \$                      |                      | Revenue          | General           |         | SFY            |
| \$1,520,696 \$2,477,295           | (\$1,273) (\$2,141            | \$1,521,969 \$2,479,436             |       | \$2,110                          |           | \$436,723                           |                   | \$1,081,863 \$1,770,948   | (\$1,273) (\$2,141                      | \$1,083,136 \$1,773,089           |                      | Federal          |                   |         | r 2012         |
| \$2,477,295                       | (\$2,141)                     | \$2,479,436                         |       | \$3,578                          |           | \$702,769                           |                   | \$1,770,948   | (\$2,141)                               | \$1,773,089                       |                      | Total            |                   |         |                |
| 100%                              | 100%                          | 100%                                |       | 100%                             |           | 100%                                |                   | 100%  | 100%                                    | 100%                              |                      | care             | % of Medi General |         |                |
| \$956,669                         | (\$868)                       | \$957,537                           |       | \$1,538                          |           | \$266,046                           |                   | \$689,085   | (\$868)                                 | \$689,953                         |                      | Revenue          | General           |         | SFY 2013       |
| \$956,669 \$1,520,798 \$2,477,467 |                               | \$957,537 \$1,522,071 \$2,479,608   |       | \$2,212                          |           | \$436,723                           |                   | \$1,081,863   | (\$1,273)                               | \$689,953 \$1,083,136 \$1,773,089 |                      | Federal          |                   |         | 2013           |
| \$2,477,467                       | (\$1,273) (\$2,141)           | \$2,479,608                         |       | \$3,750                          |           | \$702,769                           |                   | \$1,770,948   | (\$1,273) (\$2,141)                     | \$1,773,089                       |                      | Total            |                   |         |                |
| \$3,826,333                       | (\$3,472)                     | \$3,829,805                         |       | \$5,809                          |           |                                     |                   | \$2,756,340   | (\$3,472)                               | \$2,759,812                       |                      | Revenue          | General           |         | 7              |
| \$3,826,333 \$6,082,695           | (\$3,472) (\$5,092)           | \$6,087,787                         |       | \$8,351                          |           | \$1,746,892                         |                   | \$4,327,452   | (\$3,472) (\$5,092)                     | \$2,759,812 \$4,332,544           |                      | Federal          |                   |         | TOTAL INCREASE |
| 5 \$9,909,028                     | ) (\$8,564)                   | \$3,829,805 \$6,087,787 \$9,917,592 |       | 1 \$14,160                       |           | \$1,064,184 \$1,746,892 \$2,811,076 |                   | \$689,085 \$1,081,863 \$1,770,948 \$2,756,340 \$4,327,452 \$7,083,792 | (\$8,564)                               | 4 \$7,092,356                     |                      | Total            |                   |         | ASE            |
| ĮΩ                                | A-30                          | Ν                                   |       | 0                                |           | ெ                                   |                   | N   | ٺ                                       | 6                                 |                      |                  |                   |         |                |





Optical SFY 2010: First-Year Plan

|                    |   | MO HealthNet as %   | Number   | Units of                  |                                 |                                       |                                       |  |
|--------------------|---|---------------------|----------|---------------------------|---------------------------------|---------------------------------------|---------------------------------------|--|
|                    | Codes with Medicare Comparison                                      | of Comparison Group | of Codes | Service                   | GR                              | Federal                               | Total                                 |  |
| Children           | Exams/Procedures  | 53%                 | 42       | 6,147                     | \$60,803                        | \$110,120                             | \$170,923                             |  |
| Adults             | Exams/Procedures  | 52%                 | 56       | 10,429                    | \$55,688                        | \$75,353                              | \$131,041                             |  |
| Children           | Frames/Lens   | 56%                 | 91       | 51,676                    | \$265,732                       | \$481,263                             | \$746,995                             |  |
| Adults             | Frames/Lens   | 66%                 | 117      | 115,400                   | \$307,730                       | \$416,400                             | \$724,130                             |  |
|                    | Total Cost  | 62%                 |          | 183,652                   | \$689,953                       | \$1,083,136                           | \$1,773,089                           |  |
| Children           | Exams/Procedures - Cost Savings                                     | 121%                | _        | 2                         | (\$9)                           | (\$16)                                | (\$25)                                |  |
| Adults             | Exams/Procedures - Cost Savings                                     | 121%                | _        | 6                         | (\$13)                          | (\$18)                                | (\$31)                                |  |
| Children           | Frames/Lens - Cost Savings  | 108%                | 17       | 155                       | (\$202)                         | (\$367)                               | (\$569)                               |  |
| Adults             | Frames/Lens - Cost Savings  | 116%                | 30       | 713                       | (\$644)                         | (\$872)                               | (\$1,516)                             |  |
|                    | Total Savings   | 113%                |          | 876                       | (\$868)                         | (\$1,273)                             | (\$2,141)                             |  |
|                    | Net Total to Reach Parity with Medicare                             | 62%                 |          | 184,528                   | \$689,085                       | \$1,081,863                           | \$1,770,948                           |  |
|                    | Codes with State Proxy Comparison                                   |                     |          |                           |                                 |                                       |                                       |  |
| Children<br>Adults | Exams/Procedures Exams/Procedures                                   | 75%<br>71%          | 6<br>7   | 29,322<br>29,232          | 167,547<br>98,499               | 303,441<br>133,282                    | 470,988<br>231,781                    |  |
|                    | Total to Reach Parity with State Proxy                              | 73%                 |          | 58,554                    | \$266,046                       | \$436,723                             | \$702,769                             |  |
|                    | Codes with CPI Comparison   |                     |          |                           |                                 |                                       |                                       |  |
| Children<br>Adults | Exams/Procedures<br>Exams/Procedures                                | 89%                 | σω       | 243<br>348                | \$253<br>\$193                  | \$457<br>\$261                        | \$710<br>\$454                        |  |
| Adults             | Frames/Lens   | 89%                 | 4        | 528                       | \$927                           | \$1,254                               | \$2,181                               |  |
|                    | Total to Reach Parity with CPI Rate                                 | 89%                 |          | 1,119                     | \$1,373                         | \$1,972                               | \$3,345                               |  |
|                    | Total Cost<br>Total Savings<br>Net Total to Reach Parity - SFY 2010 | 66%<br>113%<br>66%  |          | 243,325<br>876<br>244,201 | 957,372<br>(\$868)<br>\$956,504 | 1,521,831<br>(\$1,273)<br>\$1,520,558 | 2,479,203<br>(\$2,141)<br>\$2,477,062 |  |





Optical SFY 2011: Second-Year Plan

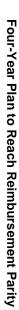
|   |                                     | Children<br>Adults<br>Adults                          |                           |  | Children<br>Adults                     |                                   |   | Children<br>Adults<br>Children<br>Adults  | Adults      | Children  | Adults    | Children           |                                       |
|---|-------------------------------------|---|---------------------------|--|--|-----------------------------------|---|---|-------------|-----------|-----------|--------------------|---------------------------------------|
| Total Cost<br>Total Savings<br>Net Total to Reach Parity - SFY 2011 | Total to Reach Parity with CPI Rate | n Exams/Procedures<br>Exams/Procedures<br>Frames/Lens | Codes with CPI Comparison | Total to Reach Parity with State Proxy | n Exams/Procedures<br>Exams/Procedures | Codes with State Proxy Comparison | Net Total to Reach Parity with Medicare | n Exams/Procedures - Cost Savings Exams/Procedures - Cost Savings n Frames/Lens - Cost Savings Frames/Lens - Cost Savings Total Savings |             |           |           | n Exams/Procedures | Codes with Medicare Comparison        |
| 77%<br>109%<br>77%  | 93%                                 | 91%<br>93%<br>93%                                     |                           | 82%                                    | 84%<br>81%                             |                                   | 75%                                     | 114%<br>114%<br>105%<br>110%<br><b>109%</b>   | 75%         | 71%       | 68%       | 68%                | MO HealthNet as % of Comparison Group |
|   |                                     | ω <del>2</del> 4                                      |                           |  | 6<br>7                                 |                                   |   | 17<br>17<br>30  | -           | 91        | 56        | 42                 | Number of Codes                       |
| 243,325<br>876<br>244,201   | 1,119                               | 243<br>348<br>528                                     |                           | 58,554                                 | 29,322<br>29,232                       |                                   | 184,528                                 | 2<br>6<br>155<br>713<br><b>876</b>  | 183,652     | 51,676    | 10,429    | 6,147              | Units of<br>Service                   |
| 957,429<br>(\$868)<br>\$956,561                                     | \$1,430                             | \$271<br>\$206<br>\$953                               |                           | \$266,046                              | \$167,547<br>\$98,499                  |                                   | \$689,085                               | (\$9)<br>(\$13)<br>(\$202)<br>(\$644)<br><b>(\$868)</b>   | \$689,953   | \$265,732 | \$55,688  | \$60,803           | GR                                    |
| 1,521,916<br>(\$1,273)<br>\$1,520,643                               | \$2,057                             | \$489<br>\$279<br>\$1,289                             |                           | \$436,723                              | \$303,441<br>\$133,282                 |                                   | \$1,081,863                             | (\$16)<br>(\$18)<br>(\$367)<br>(\$872)<br><b>(\$1,273)</b>  | \$1,083,136 | \$481,263 | \$75,353  | \$110,120          | Federal                               |
| 2,479,345<br>(\$2,141)<br>\$2,477,204                               | \$3,487                             | \$760<br>\$485<br>\$2,242                             |                           | \$702,769                              | \$470,988<br>\$231,781                 |                                   | \$1,770,948                             | (\$25)<br>(\$31)<br>(\$569)<br>(\$1,516)<br><b>(\$2,141)</b>  | \$1,773,089 | \$746,995 | \$131,041 | \$170,923          | Total                                 |
|   |                                     |   |                           |  |  |                                   |   |   |             |           |           |                    |                                       |





Optical SFY 2012: Third-Year Plan

| Total Cost                            | Total to Reach Parity with CPI Rate | Children Exams/Procedures Adults Exams/Procedures Adults Frames/Lens | Codes with CPI Increase | Total to Reach Parity with State Proxy | Children Exams/Procedures Adults Exams/Procedures | Codes with State Proxy Comparison | Net Total to Reach Parity with Medicare |                                | Children Exams/Procedures Cost Savings Adults Exams/Procedures Cost Savings Children Frames/Lens Cost Savings | Adults Frames/Lens Total Cost   | Children Frames/Lens | 'n        | Codes with Medicare Comparison        |
|---------------------------------------|-------------------------------------|--|-------------------------|--|---|-----------------------------------|---|--------------------------------|---|---------------------------------|----------------------|-----------|---------------------------------------|
| Total Cost Total Savings              | ith CPI Rate                        |  |                         | ith State Proxy                        |   | / Comparison                      | ity with Medicare                       | igs<br>igs                     | Savings<br>Savings  |                                 |                      |           | re Comparison                         |
| 89%<br>104%<br>80%                    | 96%                                 | 96%<br>96%<br>96%  |                         | 91%                                    | 92%<br>90%  |                                   | 87%                                     | 105%<br>104%                   | 107%<br>107%<br>103%  | 89%<br><b>87%</b>               | 85%                  | 84%       | MO HealthNet as % of Comparison Group |
|                                       |                                     | ωτ4  |                         |  | 6<br>7  |                                   |   | 30                             | 17 1 1  | 117                             | 91                   | 42        | Number of Codes                       |
| 243,325<br>876<br>244 201             | 1,119                               | 243<br>348<br>528  |                         | 58,554                                 | 29,322<br>29,232                                  |                                   | 184,528                                 | 713<br><b>876</b>              | 15<br>6<br>2  | 115,400<br><b>183,652</b>       | 51,676               | 6,147     | Units of<br>Service                   |
| 957,467<br>(\$868)<br>\$956,599       | \$1,468                             | \$271<br>\$206<br>\$991  |                         | \$266,046                              | \$167,547<br>\$98,499                             |                                   | \$689,085                               | (\$644)<br><b>(\$868)</b>      | (\$9)<br>(\$13)   | \$307,730<br><b>\$689,953</b>   | \$265,732            | \$60,803  | GR                                    |
| 1,521,969<br>(\$1,273)<br>\$1,520,696 | \$2,110                             | \$489<br>\$279<br>\$1,342  |                         | \$436,723                              | \$303,441<br>\$133,282                            |                                   | \$1,081,863                             | (\$872)<br><b>(\$1,273)</b>    | (\$16)<br>(\$18)<br>(*367)  | \$416,400<br><b>\$1,083,136</b> | \$481,263            | \$110,120 | Federal                               |
| 2,479,436<br>(\$2,141)<br>\$2,477,295 | \$3,578                             | \$760<br>\$485<br>\$2,333  |                         | \$702,769                              | \$470,988<br>\$231,781                            |                                   | \$1,770,948                             | (\$1,516)<br>( <b>\$2,141)</b> | (\$25<br>(\$31)   | \$724,130<br><b>\$1,773,089</b> | \$746,996            | \$170,92  | Total                                 |





Optical SFY 2013: Fourth-Year Plan

| Children<br>Adults<br>Children<br>Adults | Codes with Medicare Comparison  Exams/Procedures Exams/Procedures Frames/Lens Frames/Lens Total Cost                        | MO HealthNet as % of Comparison Group 100% 100% 100% 100% 100% 100% | Number<br>of Codes<br>4<br>5<br>5<br>11 | 117      | hber Units of odes Service  42 6,147 56 10,429 91 51,676 117 115,400 183,652 | Se<br>Se  | Units of Service  Service  2 6,147 6 10,429 1 51,676 7 115,400 183,652 |
|--|---|---|---|----------|--|---|--|
| Children<br>Adults<br>Children<br>Adults | Exams/Procedures Cost Savings Exams/Procedures Cost Savings Frames/Lens Cost Savings Frames/Lens Cost Savings Total Savings | 100%<br>100%<br>100%<br>100%  |   | 17<br>30 | 1 2<br>1 6<br>17 155<br>30 713<br><b>876</b>                                 | <b>.</b>  | 2<br>6<br>155<br>713<br><b>876</b>                                     |
| Children<br>Adults                       | Codes with State Proxy Comparison  Exams/Procedures Exams/Procedures  | 100%  |   | 6 7      | 6 29,322<br>7 29,232   |   | 29,322<br>29,232   |
| C  | Total to Reach Parity with State Proxy Codes with CPI Increase  | 100%  |   |          | 58,554   | 58,554 \$266,046                                    |  |
| Children<br>Adults<br>Adults             | Exams/Procedures Exams/Procedures Frames/Lens Total to Reach Parity with CPI Rate   | 100%<br>100%<br>100%  |   | ω το 4   | 3 243<br>5 348<br>4 528<br><b>1,119</b>                                      |   | 243<br>348<br>528<br><b>1,119</b>                                      |
|  | Total Cost<br>Total Savings<br>Net Total to Reach Parity - SFY 2013   | 100%<br>100%<br>100%  |   |          | 243,325<br>876<br>244,201  | 243,325 957,537<br>876 (\$868)<br>244,201 \$956,669 |  |



| Net Total to Reach Parity 75% \$16,688,234 \$27,458,111 \$44,146,345 84% \$16,690,5 | Total Savings to Reach Parity (\$725,795) (\$1,111,475) (\$1,837,270) (\$725,795) | Total Cost to Reach Parity \$17,414,029 \$28,569,586 \$45,983,615 \$17,416,748 | Total | Cost to Reach Parity - VFC 50% \$878,877 \$1,591,719 \$2,470,596 67% \$878,877 | VFC | Cost to Reach Parity - CPI 89% \$68,824 \$119,776 \$188,600 93% \$71,543 | Using CPI | Net Total to Reach Parity - Proxy 79% \$426,502 \$758,817 \$1,185,319 86% \$426,502 | Savings to Reach Parity - Proxy 151% (\$8,133) (\$13,841) (\$21,974) 134% (\$8,133) | Cost to Reach Parity - Proxy 78% \$434,635 \$772,658 \$1,207,293 85% \$434,635 | Using State Proxy | Net Total to Reach Parity - Medicare 76% \$15,314,031 \$24,987,799 \$40,301,830 84% \$15,314,0 | Savings to Reach Parity - Medicare 140% (\$717,662) (\$1,097,634) (\$1,815,296) 127% (\$717,662) | Cost to Reach Parity - Medicare 74% \$16,031,693 \$26,085,433 \$42,117,126 83% \$16,031,693 | Using Medicare Rates | Medi- General Medi- General Medi- General Comparison Group care Revenue Federal Total care Revenue | % of SFY 2010 % of |
|---|---|--|-------|--|-----|--|-----------|---|---|--|-------------------|--|--|---|----------------------|--|--------------------|
| \$16,690,953 \$27,462,839 \$44,153,792  | 95) (\$1,111,475) (\$1,837,270)   | 48 \$28,574,314 \$45,991,062   |       | 77 \$1,591,719 \$2,470,596   |     | 43 \$124,504 \$196,047   |           | 02 \$758,817 \$1,185,319  | 33) (\$13,841) (\$21,974)   | 35 \$772,658 \$1,207,293   |                   | \$15,314,031 \$24,987,799 \$40,301,830   | 52) (\$1,097,634) (\$1,815,296)  | 93 \$26,085,433 \$42,117,126  |                      | Federal Total  | SFY 2011           |
| 92% \$16,693,699 \$27,467,613 \$44,161,312  | (\$725,795) (\$1,111,475) (\$1,837,270)   | \$17,419,494 \$28,579,088 \$45,998,582   |       | 83% \$878,877 \$1,591,719 \$2,470,596  |     | 96% \$74,289 \$129,278 \$203,567   |           | 93% \$426,502 \$758,817 \$1,185,319   | 117% (\$8,133) (\$13,841) (\$21,974)  | 92% \$434,635 \$772,658 \$1,207,293  |                   | 92% \$15,314,031 \$24,987,799 \$40,301,830   | 113% (\$717,662) (\$1,097,634) (\$1,815,296)   | 91% \$16,031,693 \$26,085,433 \$42,117,126  |                      | Medi- General<br>care Revenue Federal Total  | % of SFY 2012      |
| 100% \$16,696,633 \$27,472,718 \$44,169,351   | (\$725,795) (\$1,111,475) (\$1,837,270)   | \$17,422,428 \$28,584,193 \$46,006,621   |       | <b>100%</b> \$878,877 \$1,591,719 \$2,470,596                                  |     | <b>100%</b> \$77,223 \$134,383 \$211,606                                 |           | 100% \$426,502 \$758,817 \$1,185,319  | 100% (\$8,133) (\$13,841) (\$21,974)  | 100% \$434,635 \$772,658 \$1,207,293   |                   | 100% \$15,314,031 \$24,987,799 \$40,301,830  | 100% (\$717,662) (\$1,097,634) (\$1,815,296)   | 100% \$16,031,693 \$26,085,433 \$42,117,126   |                      | Medi- General<br>care Revenue Federal Total  | % of SFY 2013      |
| 1 \$66,769,519 \$109,861,282 \$176,630,800  | (\$2,903,180) (\$4,445,900) (\$7,349,080)   | \$69,672,699 \$114,307,182 \$183,979,88  |       | s 3,515,508 \$6,366,876 \$9,882,384  |     | 5 \$291,879 \$507,942 \$799,820  |           | \$1,706,008 \$3,035,268 \$4,741,276   | (\$32,532) (\$55,364) (\$87,896   | \$1,738,540 \$3,090,632 \$4,829,17   |                   | \$61,256,124 \$99,951,196 \$161,207,320  | (\$2,870,648) (\$4,390,536) (\$7,261,184   | \$64,126,772 \$104,341,732 \$168,468,50 <sub>4</sub>  |                      | General Total  | TOTAL INCREASE     |

#### Physician Summary



Physician SFY 2010: First-Year Plan (1 of 3)

|  |               | Cost Savings | Cost Savings | <b>Children</b>                    | Cost Cost Cost Cost Cost Cost Cost Cost  | Children Cost Cost Cost Cost Cost Cost Cost Cost   |   |
|--|---------------|---|--|------------------------------------|--|--|---|
| Net Total Cost to Reach Parity With Medicare | Total Savings |   |  | Total Cost                         | X-rays Anesthesia Lab Surgery Medical Services Nurse Midwife Podiatry Psychologist                         | Codes with Medicare Comparison  X-rays Anesthesia Lab Surgery Medical Services Nurse Midwife Podiatry Psychologist     |   |
| 76%  | 140%          | 114%<br>142%<br>159%<br>122%<br>103%  | 118%<br>116%<br>122%<br>110%<br>114%   | <b>74%</b>                         | 77%<br>72%<br>86%<br>74%<br>73%<br>76%<br>74%<br>60%   | of Comparison Group  77%  72%  92%  76%  75%  77%  74%  60%  |   |
|  |               | 27<br>100<br>204<br>1<br>3  | 19<br>45<br>136<br>2<br>3  | 337                                | 1,271<br>601<br>378<br>3,841<br>643<br>26<br>269<br>19   | Number of Codes 711 454 309 2,422 541 31 147 22  | : |
| 10,148,042                                   | 198,660       | 10,807<br>7,274<br>16,021<br>12<br>725  | 2,881<br>2,191<br>23,422<br>45<br>262<br>94,845  | <b>9,949,382</b>                   | 555,669<br>4,324,017<br>227,568<br>156,733<br>1,374,726<br>9,516<br>22,447<br>41,351                       | Service Service 172,772 1,798,321 161,024 58,190 892,902 3,721 5,444 144,981   | : |
| \$15,314,031                                 | (\$717,662)   | \$0<br>(\$5,155)<br>(\$92,019)<br>(\$132,235)<br>(\$185)<br>(\$159)                                     | (\$115,502,502)<br>(\$2,582)<br>(\$8,482)<br>(\$105,261)<br>(\$87)<br>(\$176)<br>\$0   | <b>\$16,031,693</b> (\$118,562)    | \$770,536<br>\$247,069<br>\$72,975<br>\$2,512,725<br>\$4,377,246<br>\$26,843<br>\$63,830<br>\$217,044      | \$330,964<br>\$219,292<br>\$38,001<br>\$1,263,104<br>\$4,419,836<br>\$22,653<br>\$30,493<br>\$1,419,082                |   |
| \$24,987,799                                 | (\$1,097,634) | \$0<br>(\$7,176)<br>(\$128,112)<br>(\$184,101)<br>(\$257)<br>(\$220)<br>\$0                             | (\$15,360)<br>(\$16,360)<br>(\$15,360)<br>(\$153)<br>(\$319)<br>\$0<br>(\$351,897)   | <b>\$26,085,433</b> (\$214.725)    | \$1,123,338<br>\$360,190<br>\$106,388<br>\$3,663,206<br>\$6,381,396<br>\$39,134<br>\$39,155<br>\$293,687   | \$599,459<br>\$397,192<br>\$397,192<br>\$2,287,798<br>\$8,005,422<br>\$41,032<br>\$55,229<br>\$2,570,078               |   |
| \$40,301,830                                 | (\$1,815,296) | \$0<br>(\$12,331)<br>(\$220,131)<br>(\$316,336)<br>(\$442)<br>(\$379)<br>\$0                            | (\$7,25,<br>\$0<br>(\$7,256)<br>(\$23,842)<br>(\$295,899)<br>(\$242)<br>(\$495)<br>\$0<br>(\$604,656)  | <b>\$42,117,126</b><br>(\$333,287) | \$1,893,874<br>\$607,259<br>\$179,363<br>\$6,175,931<br>\$10,758,642<br>\$65,977<br>\$156,885<br>\$510,731 | \$930,423<br>\$930,423<br>\$616,484<br>\$106,830<br>\$3,550,902<br>\$12,425,258<br>\$63,685<br>\$85,722<br>\$3,989,160 |   |
|  |               |   |  |                                    |  |  |   |



Physician SFY 2010: First-Year Plan (2 of 3)

|   |               | Adults Cost Savings X-rays Cost Savings Lab Cost Savings Surger Cost Savings Medica Cost Savings Nurse Cost Savings Podiat | Children Cost Savings X-rays Cost Savings Lab Cost Savings Surger Cost Savings Medica Cost Savings Nurse Cost Savings Podiat |             | Cost<br>Cost<br>Cost<br>Cost<br>Cost                       | Children Cost Cost Cost Cost Cost Cost Cost Cost  |
|---|---------------|--|--|-------------|--|---|
| Net Total Cost to Reach Parity with State Proxy | Total Savings | s X-rays s Lab s Surgery s Medical Services s Nurse Midwife s Podiatry   | js X-rays<br>is Lab<br>is Surgery<br>is Medical Services<br>is Nurse Midwife<br>is Podiatry                                  | Total Cost  | X-rays Lab Surgery Medical Services Nurse Midwife Podiatry | Codes with State Proxy Comparison  X-rays Lab Surgery Medical Services Nurse Midwife Podiatry |
| 79%   | 151%          | 114%<br>160%<br>137%<br>183%   | 156%<br>150%<br>198%   | 78%         | 32%<br>59%<br>60%<br>64%<br>69%<br>57%                     | of Comparison Group  31% 58% 60% 80% 76% 57%  |
|   |               | ω σ <u>¬</u> ¬   | N N -1   |             | 2<br>8<br>8<br>26<br>7                                     | Number of Codes of Codes 1 4 4 4 63 63 63 22 2  |
| 102,144   | 1,517         | 9<br>1<br>221<br>33  | 5<br>1,196   | 100,627     | 30<br>3,164<br>1,000<br>11,502<br>145<br>8                 | Service Service 2 1,190 432 83,024 97 33  |
| \$426,502                                       | (\$8,133)     | (\$87)<br>(\$4)<br>(\$2,378)<br>(\$56)   | (\$9)<br>\$0<br>(\$1,208)<br>(\$4,391)<br>\$0  | \$434,635   | \$43<br>\$11,519<br>\$4,608<br>\$24,706<br>\$339<br>\$19   | GR<br>\$6<br>\$7,820<br>\$3,851<br>\$381,159<br>\$420<br>\$145                                |
| \$758,817                                       | (\$13,841)    | (\$128)<br>(\$4)<br>(\$3,471)<br>(\$81)  | (\$17)<br>\$0<br>(\$2,186)<br>(\$7,954)<br>\$0   | \$772,658   | \$62<br>\$16,811<br>\$6,726<br>\$36,058<br>\$496<br>\$29   | \$8<br>\$14,161<br>\$6,975<br>\$890,312<br>\$758<br>\$262                                     |
| \$1,185,319                                     | (\$21,974)    | (\$215)<br>(\$8)<br>(\$5,849)<br>(\$137)<br>\$0  | (\$26)<br>\$0<br>(\$3,394)<br>(\$12,345)<br>\$0  | \$1,207,293 | \$105<br>\$28,330<br>\$11,334<br>\$60,764<br>\$835<br>\$48 | Total \$14 \$21,981 \$10,826 \$1,071,471 \$1,178 \$4,07                                       |





Physician SFY 2010: First-Year Plan (3 of 3)

|   |   | Cost                  |                               |  | Cost     | Cost             | Cost   | Adults | Cost     | Cost             | Cost   | Children |                                       |  |
|---|---|-----------------------|-------------------------------|--|----------|------------------|--------|--------|----------|------------------|--------|----------|---------------------------------------|--|
| Total Cost<br>Total Savings<br>Net Total to Reach Parity - SFY 2010 | Total Cost Increase for Vaccines For Children Program | Vaccines For Children | Vaccines For Children Program | Total Cost to Reach Parity with CPI Rate | Podiatry | Medical Services | X-rays |        | Podiatry | Medical Services | X-rays |          | Codes with CPI Comparison             |  |
| 75%   | 50%   | 50%                   |                               | 89%                                      | 89%      | 89%              | 89%    |        | 89%      | 89%              | 89%    |          | MO HealthNet as % of Comparison Group |  |
|   |   | 28                    |                               |  | _        | 23               | _      |        | _        | 22               | _      |          | Number of Codes                       |  |
| 10,288,055<br>200,177<br>10,488,232                                 | 198,344   | 198,344               |                               | 39,702                                   | 138      | 18,586           | 58     |        | 156      | 20,748           | 16     |          | Units of<br>Service                   |  |
| \$17,414,029<br>(\$725,795)<br>\$16,688,234                         | \$878,877   | \$878,877             |                               | \$68,824                                 | \$262    | \$13,553         | \$39   |        | \$540    | \$54,408         | \$22   |          | GR                                    |  |
| \$28,569,586<br>(\$1,111,475)<br>\$27,458,111                       | \$1,591,719   | \$1,591,719           |                               | \$119,776                                | \$382    | \$19,781         | \$57   |        | \$979    | \$98,537         | \$40   |          | Federal                               |  |
| \$45,983,615<br>(\$1,837,270)<br>\$44,146,345                       | \$2,470,596   | \$2,470,596           |                               | \$188,600                                | \$644    | \$33,334         | \$97   |        | \$1,519  | \$152,945        | \$62   |          | Total                                 |  |
|   |   |                       |                               |  |          |                  |        |        |          |                  |        |          |                                       |  |



Physician SFY 2011: Second-Year Plan (1 of 3)

|                |                    | Cost Savings<br>Cost Savings<br>Cost Savings    | Cost Savings | Cost Savings | Cost Savings          | Adults<br>Cost Savings | Cost Savings   | Cost Savings | Cost Savings | Cost Savings | Cost Savings | Cost Savings | Cost Savings | <b>Children</b> Cost Savings |              | Cost         | Cost      | Cost          | Cost             | Cost        | Cost      | Cost       | Cost        | Adults | Cost         | Cost     | Cost          | Cost             | Cost        | Cost      | Cost       | <b>Children</b>   |                                | ]                 |
|----------------|--------------------|---|--------------|--------------|-----------------------|------------------------|----------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------------------|--------------|--------------|-----------|---------------|------------------|-------------|-----------|------------|-------------|--------|--------------|----------|---------------|------------------|-------------|-----------|------------|-------------------|--------------------------------|-------------------|
| Net Total Cost | Total Cost Savings | s Nurse Midwife<br>s Podiatry<br>s Psychologist |              |              | s Anestnesia<br>s Lah |                        | s Psychologist |              |              |              |              |              |              | s X-rays                     | Total Cost   | Psychologist | Podiatry  | Nurse Midwife | Medical Services | Surgery     | Lab       | Anesthesia | X-rays      |        | Psychologist | Podiatry | Nurse Midwife | Medical Services | Surgery     | Lab       | Anesthesia | X-ravs            | Codes with Medicare Comparison |                   |
| 84%            | 127%               | 115%<br>102%                                    | 139%         | 128%         | 109%                  | 128%                   |                | 110%         | 107%         | 115%         | 111%         | 112%         |              | 132%                         | 83%          | 76%          | 83%       | 84%           | 82%              | 83%         | 91%       | 81%        | 85%         |        | 72%          | 83%      | 85%           | 83%              | 84%         | 94%       | 81%        | 85%               | of Comparison Group            | MO HealthNet as % |
|                |                    | <b>ω -</b>                                      | 204          | 100          | 27                    | 174                    |                | з            | 2            | 136          | 45           | 19           |              | 337                          |              | 19           | 269       | 26            | 643              | 3,841       | 378       | 601        | 1,271       |        | 22           | 147      | 31            | 541              | 2,422       | 309       | 454        | 711               | of Codes                       | Number            |
| 10,148,042     | 198,660            | 12<br>725                                       | 16,021       | 7,274        | 10 807                | 94,845                 |                | 262          | 45           | 23,422       | 2,191        | 2,881        | ,            | 40.175                       | 9,949,382    | 41,351       | 22,447    | 9,516         | 1,374,726        | 156,733     | 227,568   | 4,324,017  | 555,669     |        | 144,981      | 5,444    | 3,721         | 892,902          | 58,190      | 161,024   | 1,798,321  | 172 772           | Service                        | Units of          |
| \$15,314,031   | (717,662)          | (\$185)<br>(\$159)<br>\$0                       | (\$132,235)  | (\$92,019)   | (\$5 155)             | (\$252,759)            | \$0            | (\$176)      | (\$87)       | (\$105,261)  | (\$8,482)    | (\$2,582)    | \$0          | (\$118.562)                  | \$16,031,693 | \$217,044    | \$63,830  | \$26,843      | \$4,377,246      | \$2,512,725 | \$72,975  | \$247,069  | \$770,536   |        | \$1,419,082  | \$30,493 | \$22,653      | \$4,419,836      | \$1,263,104 | \$38,001  | \$219,292  | \$330 964         | GR                             |                   |
| \$24,987,799   | (1,097,634)        | (\$257)<br>(\$220)<br>\$0                       | (\$184,101)  | (\$128,112)  | (\$7 176)             | (\$351,897)            | \$0            | (\$319)      | (\$155)      | (\$190,638)  | (\$15,360)   | (\$4,674)    | \$0          | (\$214.725)                  | \$26,085,433 | \$293,687    | \$93,055  | \$39,134      | \$6,381,396      | \$3,663,206 | \$106,388 | \$360,190  | \$1,123,338 |        | \$2,570,078  | \$55,229 | \$41,032      | \$8,005,422      | \$2,287,798 | \$68,829  | \$397,192  | \$599 459         | Federal                        |                   |
| \$40,301,830   | (1,815,296)        | (\$442)<br>(\$379)<br>\$0                       | (\$316,336)  | (\$220,131)  | \$12.331)             | (\$604,656)            | \$0            | (\$495)      | (\$242)      | (\$295,899)  | (\$23,842)   | (\$7,256)    | \$0          | (\$333.287)                  | \$42,117,126 | \$510,731    | \$156,885 | \$65,977      | \$10,758,642     | \$6,175,931 | \$179,363 | \$607,259  | \$1,893,874 |        | \$3,989,160  | \$85,722 | \$63,685      | \$12,425,258     | \$3,550,902 | \$106,830 | \$616,484  | \$930 <i>42</i> 3 | Total                          |                   |

Physician SFY 2011: Second-Year Plan (2 of 3)



|   |               | Adults Cost Savings | Children Cost Savings Cost Savings Cost Savings Cost Savings Cost Savings Cost Savings  |             | Cost<br>Cost<br>Cost                            | Adults Cost Cost     | Cost<br>Cost              | Cost<br>Cost                | <b>Children</b><br>Cost<br>Cost |                                       |
|---|---------------|---|---|-------------|---|----------------------|---------------------------|-----------------------------|---------------------------------|---------------------------------------|
| Net Total Cost to Reach Parity with State Proxy | Total Savings | ngs X-rays ngs Lab ngs Surgery ngs Medical Services ngs Nurse Midwife ngs Podiatry                | Children Cost Savings X-rays Cost Savings Lab Cost Savings Surgery Cost Savings Medical Services Cost Savings Nurse Midwife Cost Savings Podiatry | Total Cost  | Surgery Medical Services Nurse Midwife Podiatry |                      | Nurse Midwife<br>Podiatry | Surgery<br>Medical Services | n X-rays<br>Lab                 | Codes with State Proxy Comparison     |
| 86%   | 134%          | 109%<br>140%<br>125%<br>155%  | 137%<br>133%<br>165%  | 85%         | 73%<br>76%<br>79%<br>71%                        | 54%<br>73%           | 84%<br>71%                | 73%<br>87%                  | 54%<br>72%                      | MO HealthNet as % of Comparison Group |
|   |               | ω σ₁ → →  | N N -1  |             | 26<br>7<br>1                                    | 040                  | 12<br>2                   | 5<br>63                     | 4 1                             | Number of Codes                       |
| 102,144   | 1,517         | 33<br>33  | 5<br>1,196  | 100,627     | 1,000<br>11,502<br>145<br>8                     | 30<br>3,164          | 97<br>33                  | 432<br>83,024               | 2<br>1,190                      | Units of<br>Service                   |
| \$426,502                                       | (\$8,133)     | (\$87)<br>(\$4)<br>(\$2,378)<br>(\$56)<br>\$0   | (\$9)<br>\$0<br>(\$1,208)<br>(\$4,391)<br>\$0<br>\$0  | \$434,635   | \$4,508<br>\$24,706<br>\$339<br>\$19            | \$11,519<br>\$17,519 | \$420<br>\$145            | \$3,851<br>\$381,159        | \$6<br>\$7,820                  | GR                                    |
| \$758,817                                       | (\$13,841)    | (\$128)<br>(\$4)<br>(\$3,471)<br>(\$81)<br>\$0  | (\$17)<br>\$0<br>(\$2,186)<br>(\$7,954)<br>\$0  | \$772,658   | \$0,720<br>\$36,058<br>\$496<br>\$29            | \$16,811             | \$758<br>\$262            | \$6,975<br>\$690,312        | \$8<br>\$14,161                 | Federal                               |
| \$1,185,319                                     | (\$21,974)    | (\$215)<br>(\$8)<br>(\$5,849)<br>(\$137)<br>\$0<br>\$0  | (\$26)<br>\$0<br>(\$3,394)<br>(\$12,345)<br>\$0   | \$1,207,293 | \$60,764<br>\$835<br>\$48                       | \$105<br>\$28,330    | \$1,178<br>\$407          | \$10,826<br>\$1,071,471     | \$14<br>\$21,981                | Total                                 |
|   |               |   |   |             |   |                      |                           |                             |                                 |                                       |





Physician SFY 2011: Second-Year Plan (3 of 3)

| 60/0 Goji Ok. 41 13070                               | 1 58 \$46 1 58 \$14,090 1 138 \$275 | Services 93% 1 16 \$23  \$22 20,748 \$56,551         | MO HealthNet as % Number Units of  Codes with CPI Comparison of Comparison Group of Codes Service GR Federal |
|--|-------------------------------------|--|--|
| 49   |                                     |  |  |
| \$20,504<br>\$401<br>\$401<br>\$124,504<br>\$196,047 |                                     | \$42<br>\$102,419<br>\$102,419<br>\$101,1<br>\$1,569 | Federal Total  |



Physician SFY 2012: Third-Year Plan (1 of 3)

| \$599,459<br>\$397,192<br>\$68,829<br>\$2,287,798<br>\$8,005,422<br>\$41,032<br>\$55,229<br>\$2,570,078<br>\$1,123,338<br>\$3,663,206<br>\$63,381,396<br>\$3,963,206<br>\$6,381,396<br>\$39,134<br>\$93,055<br>\$293,687<br>\$293,687<br>\$15,360<br>(\$4,674)<br>(\$15,360)<br>(\$15,360)<br>(\$15,360)<br>(\$15,360)<br>(\$15,360)<br>(\$15,360)<br>(\$172,638)<br>(\$15,360)<br>(\$172,638)<br>(\$172,638)<br>(\$173,600)<br>(\$173,600)<br>(\$173,112)<br>(\$257)<br>(\$257)<br>(\$220)<br>\$0<br>(1,097,634) | Total Cost Savings 113% 198,660 (717,662) (1,097,634) | Adults       Adults       Cost Savings X-rays     114%     114%     174     94,845     (\$252,759)     (\$351,897)       Cost Savings Anesthesia     \$0     \$0       Cost Savings Lab     105%     27     10,807     (\$5,155)     (\$7,176)       Cost Savings Surgery     114%     100     7,274     (\$92,019)     (\$128,112)       Cost Savings Medical Services     120%     204     16,021     (\$132,235)     (\$184,101)       Cost Savings Nurse Midwife     107%     1     12     (\$185)     (\$257)       Cost Savings Podiatry     101%     3     725     (\$159)     (\$220)       Cost Savings Psychologist     101%     3     725     (\$159)     (\$220) | (\$118,562)<br>\$0<br>(\$2,582)<br>(\$8,482)<br>(\$105,261)<br>(\$87)<br>(\$176)<br>\$0 | Adults           X-rays         1,271         555,669         \$770,536         \$1,123,338           st         Anesthesia         91%         601         4,324,017         \$247,069         \$360,190           st         Lab         95%         378         227,568         \$72,975         \$106,388           st         Surgery         3,841         156,733         \$2,512,725         \$3,63,206           st         Medical Services         91%         643         1,374,726         \$4,377,246         \$6,381,396           st         Nurse Midwife         92%         26         9,516         \$26,843         \$39,134           st         Podiatry         26         92,447         \$63,830         \$93,055           st         Psychologist         88%         19         41,351         \$217,044         \$293,687 | Children         Children         Arrays         711         172,772         \$330,964         \$599,459           sst         Anesthesia         97%         454         1,798,321         \$219,292         \$397,192           sst         Lab         97%         309         161,024         \$38,001         \$68,829           sst         Surgery         2,422         58,190         \$1,263,104         \$2,287,798           sst         Medical Services         92%         541         892,902         \$4,419,836         \$8,005,422           st         Podiatry         92%         147         5,444         \$30,493         \$41,032           st         Psychologist         86%         22         144,981         \$1,419,082         \$2,570,078 | MO HealthNet as % Number Units of |
|---|---|--|---|---|--|-----------------------------------|
|---|---|--|---|---|--|-----------------------------------|



Physician SFY 2012: Third-Year Plan (2 of 3)

| Children Cost Cost Cost Cost Cost Cost Cost Cost | X-rays Lab Surgery Medical Services Nurse Midwife Podiatry  X-rays Lab Surgery Medical Services Nurse Midwife Podiatry  Total Cost | MO HealthNet as % of Comparison Group  77% 86% 92% 96% 86% 86% 86% 90% | of Codes  1  4  4  12  2  2  4  8  8  8  7  7 | Units of Service  2 1,190 432 83,024 97 33 30 3,164 1,000 11,502 145 8 | GR<br>\$6<br>\$7,820<br>\$3,851<br>\$381,159<br>\$420<br>\$14,519<br>\$4,608<br>\$24,706<br>\$339<br>\$19 | ## Federal Total  ## \$21  ## \$14,161  ## \$690,312  ## \$758  ## \$758  ## \$262  ## \$262  ## \$262  ## \$16,811  ## \$36,058  ## \$36,058  ## \$496  ## \$29  ## \$272,658  ## \$207 | Total \$14 \$21,981 \$10,826 \$1,071,471 \$1,178 \$407 \$105 \$28,330 \$11,334 \$60,764 \$835 \$48 |
|--|--|--|---|--|---|--|--|
| Adults   | X-rave   | 77%  | v   | 3<br>0   | \$<br>4<br>3  | <b>A</b> AA  |  |
| Cost   | X-rays<br>Lab  | 86%  | 2 4   | 3,164  | \$43<br>\$11,519  | \$16,811   | \$2  |
| Cost   | Surgery  | 86%  | 8   | 1,000  | \$4,608   | \$6,726  | \$1.   |
| Cost   | Medical Services   | 88%  | 26  | 11,502   | \$24,706  | \$36,058   | \$6  |
| Cost   | Nurse Midwife  | 90%  | 7   | 145  | \$339   | \$496  |  |
| 9  | Total Cost   | 92%  |   | 100,627  | \$434,635   | \$772,658  | \$1,207  |
| <b>Children</b> Cost Savings X-rays              | ys X-rays  | 118%   | _   | <b>U</b> I   | (\$9)   | (\$17)   |  |
| Cost Savings                                     |  |  | )   | }  | \$0   | \$0  | <u>}</u>   |
| Cost Savings Cost Savings                        | s Medical Services   | 11/%   | N N   | 1,196  | (\$1,208)<br>(\$4,391)  | (\$2,186)<br>(\$7.954)   | (\$12  |
| Cost Savings<br>Cost Savings                     |  |  |   |  | \$0<br>\$0  | \$ \$ 0<br>\$ 0  | ;  |
| Adults Cost Savings X-rays                       | ys X-rays  | 105%   | <b>-</b>                                      | 9  | (\$87)  | (\$128)  | <b>2</b>   |
| Cost Savings                                     |  | 120%   | _   |  | (\$4)   | (\$4)  |  |
| Cost Savings                                     |  | 112%   | o 01  | 221  | (\$2,378)   | (\$3,471)  | (\$5   |
| Cost Savings Cost Savings                        | s Medical Services s Podiatry  | 128%   | ω   | ယ္ထ  | (\$56)<br>\$0   | (\$81)<br>\$0  | <b>73</b>  |
| ·  |  | 117%   |   | 1,517  | (\$8,133)   | (\$13,841)   | (\$21  |
|  | Net Total Cost to Reach Parity with State Proxy  | 93%  |   | 102,144  | \$426,502   | \$758,817  | \$1,185  |





Physician SFY 2012: Third-Year Plan (3 of 3)

| Total Cost  | Total Cost Incr                                       | Cost Vaccines For Children | Vaccir                        | Total Cost |       |          | Adults Cost X-rays | Cost Podiatry | Cost Medical Services | Children Cost X-rays | Code                                  |
|---|---|----------------------------|-------------------------------|------------|-------|----------|--------------------|---------------|-----------------------|----------------------|---------------------------------------|
| Total Cost<br>Total Savings<br>Net Total to Reach Parity - SFY 2012 | Total Cost Increase for Vaccines For Children Program | hildren                    | Vaccines For Children Program |            |       | Ĭ,       |                    |               | is                    |                      | Codes with CPI Comparison             |
| 92%   | 83%   | 83%                        |                               | 96%        | 96%   | 96%      | 96%                | 96%           | 96%                   | 96%                  | MO HealthNet as % of Comparison Group |
|   | 28  | 28                         |                               |            | _     | 23       | _                  | _             | 22                    | _                    | Number of Codes                       |
| 10,288,055<br>200,177<br>10.488.232                                 | 198,344   | 198,344                    |                               | 39,702     | 138   | 18,586   | 58                 | 156           | 20,748                | 16                   | Units of<br>Service                   |
| \$17,419,494<br>(\$725,795)<br>\$16,693,699                         | \$878,877   | \$878,877                  |                               | \$74,289   | \$288 | \$14,639 | \$4<br>84<br>80    | \$577         | \$58,713              | \$24                 | GR                                    |
| \$28,579,088<br>(\$1,111,475)<br>\$27,467,613                       | \$1,591,719   | \$1,591,719                |                               | \$129,278  | \$420 | \$21,366 | \$70               | \$1,044       | \$106,335             | \$43                 | Federal                               |
| \$45,998,582<br>(\$1,837,270)<br>\$44,161,312                       | \$2,470,596   | \$2,470,596                |                               | \$203,567  | \$708 | \$36,005 | <del>\$</del> 118  | \$1,621       | \$165,048             | \$67                 | Total                                 |





Physician SFY 2013: Fourth-Year Plan (1 of 3)

| Net Total Cost to Reach Parity with Medicare | Total Cost Savings |     |         |         |             | Cost Savings Surgery |            |                          |             | Cost Savings Psychologist |        |         |         |             | Cost Savings Surgery | Cost Savings Lab | Cost Savings Anesthesia |             |      | Total Cost   | Cost Psychologist |           |          |         |              |             |           |           | Cost X-rays | Adults | Cost Psychologist | Cost Podiatry | Cost Nurse Midwife | Cost Medical Services |             |           |           |           | ildren | Codes with Medicare Comparison |                   |
|--|--------------------|-----|---------|---------|-------------|----------------------|------------|--------------------------|-------------|---------------------------|--------|---------|---------|-------------|----------------------|------------------|-------------------------|-------------|------|--------------|-------------------|-----------|----------|---------|--------------|-------------|-----------|-----------|-------------|--------|-------------------|---------------|--------------------|-----------------------|-------------|-----------|-----------|-----------|--------|--------------------------------|-------------------|
| 100%   | 100%               |     | 100%    | 100%    | 100%        | 100%                 | 100%       |                          | 100%        |                           | 100 %  | 100%    | 100%    | 100%        | 100%                 | 100%             |                         | 700%        | 4000 | 100%         |                   | 100%      | 100%     | 100%    | 100%         | 100%        | 100%      | 100%      | 100%        |        | 100%              | 100%          | 100%               | 100%                  | 100%        | 100%      | 100%      | 100%      |        | of Comparison Group            | MO HealthNet as % |
|  |                    |     | ω       | _       | 204         | 100                  | 27         | ì                        | 1/4         |                           | c      | ا در    | 2       | 136         | 45                   | 19               |                         | 33/         |      |              | 19                | 607       | 020      | 200     | 643          | 3.841       | 378       | 601       | 1,271       |        | 22                | 147           | 31                 | 541                   | 2,422       | 309       | 454       | /11       | !      | of Codes                       | Number            |
| 10,148,042                                   | 198,660            |     | 725     | 12      | 16,021      | 7,274                | 10,807     |                          | 94,845      |                           | 202    | 282     | 45      | 23,422      | 2,191                | 2,881            |                         | 40,175      | 1    | 9,949,382    | 41,351            | 22,447    | 9,310    | 0.546   | 1 374 726    | 156 733     | 227,568   | 4,324,017 | 555,669     |        | 144,981           | 5,444         | 3,721              | 892,902               | 58,190      | 161,024   | 1,798,321 | 1/2,//2   |        | Service                        | Units of          |
| \$15,314,031                                 | (\$717,662)        | \$0 | (\$159) | (\$185) | (\$132,235) | (\$92,019)           | (\$5,155)  | )<br> <br>  <del> </del> | (\$252,759) | \$0                       | (6170) | (\$178) | (\$87)  | (\$105,261) | (\$8,482)            | (\$2,582)        | \$0                     | (\$118,562) |      | \$16,031,693 | \$217,044         | \$00,000  | \$20,043 | 930,043 | \$4 377 246  | \$2 512 725 | \$72,975  | \$247,069 | \$770,536   |        | \$1,419,082       | \$30,493      | \$22,653           | \$4,419,836           | \$1,263,104 | \$38,001  | \$219,292 | \$330,964 |        | GR                             | }                 |
| \$24,987,799                                 | (\$1,097,634)      | \$0 | (\$220) | (\$257) | (\$184,101) | (\$128,112)          | (\$7,176)  | )<br> <br>               | (\$351,897) | \$0                       | (6150) | (\$310) | (\$155) | (\$190,638) | (\$15,360)           | (\$4,674)        | \$0                     | (\$214,725) |      | \$26,085,433 | \$293,687         | \$80,000  | \$39,134 | 90,00   | \$6,381,396  | \$3,663,206 | \$106,388 | \$360,190 | \$1,123,338 |        | \$2,570,078       | \$55,229      | \$41,032           | \$8,005,422           | \$2,287,798 | \$68,829  | \$397,192 | \$599,459 |        | Federal                        | !                 |
| \$40,301,830                                 | (\$1,815,296)      | \$0 | (\$379) | (\$442) | (\$316,336) | (\$220,131)          | (\$12,331) | \$ 50                    | (\$604,656) | \$0                       | (4490) | (\$405) | (\$242) | (\$295,899) | (\$23,842)           | (\$7,256)        | \$0                     | (\$333,287) |      | \$42,117,126 | \$510,731         | \$100,000 | \$10,007 | 96E 077 | \$10 758 642 | \$6 175 931 | \$179,363 | \$607,259 | \$1,893,874 |        | \$3,989,160       | \$85,722      | \$63,685           | \$12,425,258          | \$3,550,902 | \$106,830 | \$616,484 | \$930,423 |        | Total                          | l                 |





Physician SFY 2013: Fourth-Year Plan (2 of 3)

|   |               | Adults Cost Savings X-rays Cost Savings Lab Cost Savings Surger Cost Savings Medica Cost Savings Nurse Cost Savings Podiat | Children Cost Savings |             | Cost<br>Cost<br>Cost                          | Cost<br>Cost                  | Adults       | Cost          | Cost                     | Cost             | ·                                     |
|---|---------------|--|---|-------------|---|-------------------------------|--------------|---------------|--------------------------|------------------|---------------------------------------|
| Net Total Cost to Reach Parity with State Proxy | Total Savings | gs X-rays<br>ys Lab<br>ys Surgery<br>ys Medical Services<br>ys Nurse Midwife<br>ys Podiatry                                | gs X-rays<br>3s Lab<br>3s Surgery<br>3s Medical Services<br>3s Nurse Midwife<br>3s Podiatry         | Total Cost  | Medical Services<br>Nurse Midwife<br>Podiatry | X-rays<br>Lab<br>Surgery      | rouldry      | Nurse Midwife | Surgery Medical Services |                  | Codes with Proxy Comparison           |
| 100%  | 100%          | 100%<br>100%<br>100%<br>100%   | 100%<br>100%<br>100%<br>100%  | 100%        | 100%<br>100%<br>100%                          | 100%<br>100%<br>100%          | 100/6        | 100%          | 100%<br>100%             | 100%<br>100%     | MO HealthNet as % of Comparison Group |
|   |               | ω σ → →  | N N -   |             | 26<br>7<br>1                                  | 048                           | 7            | 12            | 63 5                     | 4 1              | Number<br>of Codes                    |
| 102,144   | 1,517         | 9<br>1<br>221<br>33  | 5<br>1,196  | 100,627     | 11,502<br>145<br>8                            | 30<br>3,164<br>1,000          | C            | 97            | 432<br>83,024            | 2<br>1,190       | Units of<br>Service                   |
| \$426,502                                       | (\$8,133)     | (\$87)<br>(\$4)<br>(\$2,378)<br>(\$56)<br>\$0  | (\$9)<br>\$0<br>(\$1,208)<br>(\$4,391)<br>\$0   | \$434,635   | \$24,706<br>\$339<br>\$19                     | \$43<br>\$11,519<br>\$4,608   | -<br>-<br>-  | \$420         | \$3,851<br>\$381,159     | \$6<br>\$7,820   | GR                                    |
| \$758,817                                       | (\$13,841)    | (\$128)<br>(\$4)<br>(\$3,471)<br>(\$81)<br>\$0<br>\$0  | (\$17)<br>\$0<br>(\$2,186)<br>(\$7,954)<br>\$0  | \$772,658   | \$36,058<br>\$496<br>\$29                     | \$62<br>\$16,811<br>\$6,726   | \$20Z        | \$758         | \$6,975<br>\$690,312     | \$8<br>\$14,161  | Federal Total                         |
| \$1,185,319                                     | (\$21,974)    | (\$215)<br>(\$8)<br>(\$5,849)<br>(\$137)<br>\$0  | (\$26)<br>\$0<br>(\$3,394)<br>(\$12,345)<br>\$0   | \$1,207,293 | \$60,764<br>\$835<br>\$48                     | \$105<br>\$28,330<br>\$11,334 | <del>-</del> | \$1,178       | \$10,826<br>\$1,071,471  | \$14<br>\$21,981 | Total                                 |
|   |               |  |   |             |   |                               |              |               |                          |                  |                                       |





Physician SFY 2013: Fourth-Year Plan (3 of 3)

| Units of | Number | Net as % |
|----------|--------|----------|
|          |        |          |
|          |        |          |

|   |   | Cost                  |                               |  | Cost     | Cost             | Adults<br>Cost | Cost     | Cost             | <b>Children</b><br>Cost |                                       |
|---|---|-----------------------|-------------------------------|--|----------|------------------|----------------|----------|------------------|-------------------------|---------------------------------------|
| Total Cost<br>Total Savings<br>Net Total to Reach Parity - SFY 2013 | Total Cost Increase for Vaccines For Children Program | Vaccines For Children | Vaccines For Children Program | Total Cost to Reach Parity with CPI Rate | Podiatry | Medical Services | X-rays         | Podiatry | Medical Services | X-rays                  | Codes with CPI Comparison             |
| 100%  | 100%  | 100%                  |                               | 100%                                     | 100%     | 100%             | 100%           | 100%     | 100%             | 100%                    | MO HealthNet as % of Comparison Group |
|   | 28  | 28                    |                               |  | _        | 23               | <u> </u>       | _        | 22               | <u> </u>                | Number of Codes                       |
| 10,288,055<br>200,177<br>10,488,232                                 | 198,344   | 198,344               |                               | 39,702                                   | 138      | 18,586           | 58             | 156      | 20,748           | 16                      | Units of<br>Service                   |
| \$17,422,428<br>(\$725,795)<br>\$16,696,633                         | \$878,877   | \$878,877             |                               | \$77,223                                 | \$301    | \$15,215         | <b>\$</b> 50   | \$613    | \$61,019         | \$25                    | GR                                    |
| \$28,584,193<br>(\$1,111,475)<br>\$27,472,718                       | \$1,591,719   | \$1,591,719           |                               | \$134,383                                | \$439    | \$22,206         | \$73           | \$1,109  | \$110,511        | \$45                    | Federal                               |
| \$46,006,621<br>(\$1,837,270)<br>\$44,169,351                       | \$2,470,596   | \$2,470,596           |                               | \$211,606                                | \$740    | \$37,420         | \$123          | \$1,722  | \$171,530        | \$70                    | Total                                 |



|                                      |       |           |           |           |         |           |           |           |         | ,         |           | _         |        |           |           |           |           |                |             |
|--------------------------------------|-------|-----------|-----------|-----------|---------|-----------|-----------|-----------|---------|-----------|-----------|-----------|--------|-----------|-----------|-----------|-----------|----------------|-------------|
|                                      | !     | SF        | SFY 2010  |           |         | S         | SFY 2011  |           | !       | s         | SFY 2012  |           | :      | SF        | SFY 2013  |           |           | Total Increase |             |
|                                      |       | _         |           |           | %<br>of | _         |           |           | %<br>of | _         |           |           | %<br>O |           |           |           |           |                |             |
|                                      | Wedi- | General   |           |           | Medi-   | General   |           |           | Medi-   | General   |           |           | Wedi   | General   |           |           | General   |                |             |
| Comparison Group                     | care  | Revenue   | Federal   | Total     | care    | Revenue   | Federal   | Total     | care    | Revenue   | Federal   | Total     | care   | Revenue   | Federal   | Total     | Revenue   | Federal        | Total       |
| Using Medicare Rates                 |       |           |           |           |         |           |           |           |         |           |           |           |        |           |           |           |           |                |             |
| Cost to Reach Parity - Medicare      | 44%   | \$141,218 | \$255,741 | \$396,959 | 63%     | \$141,218 | \$255,741 | \$396,959 | 82%     | \$141,218 | \$255,741 | \$396,959 | 100%   | \$141,218 | \$255,741 | \$396,959 | \$564,872 | \$1,022,964    | \$1,587,836 |
| Savings to Reach Parity - Medicare   |       | \$0       | \$0       | \$0       |         | \$0       | \$0       | \$0       |         | \$0       | \$0       | \$0       |        | \$0       | \$0       | \$0       | \$0       | \$0            | \$0         |
| Net Total to Reach Parity - Medicare | 44%   | \$141,218 | \$255,741 | \$396,959 | 63%     | \$141,218 | \$255,741 | \$396,959 | 82%     | \$141,218 | \$255,741 | \$396,959 | 100%   | \$141,218 | \$255,741 | \$396,959 | \$564,872 | \$1,022,964    | \$1,587,836 |
|                                      |       |           |           |           |         |           |           |           |         |           |           |           |        |           |           |           |           |                |             |
| Using State Proxy                    |       |           |           |           |         |           |           |           |         |           |           |           |        |           |           |           |           |                |             |
| Cost to Reach Parity - Proxy         |       | \$0       | \$0       | \$0       |         | \$0       | \$0       | \$0       |         | \$0       | \$0       | \$0       |        | \$0       | \$0       | \$0       | \$0       | \$0            | \$0         |
| Savings to Reach Parity - Proxy      |       | \$0       | \$0       | \$0       |         | \$0       | \$0       | \$0       |         | \$0       | \$0       | \$0       |        | \$0       | \$0       | \$0       | \$0       | \$0            | \$0         |
| Net Total to Reach Parity - Proxy    |       | \$0       | \$0       | \$0       |         | \$0       | \$0       | \$0       |         | \$0       | \$0       | \$0       |        | \$0       | \$0       | \$0       | \$0       | \$0            | \$0         |
|                                      | Ī     |           |           |           |         |           |           |           |         |           |           |           |        |           |           |           |           |                |             |
| Cost to Reach Parity - CPI           |       | \$0       | \$0       | \$0       |         | \$0       | \$0       | \$0       |         | \$0       | \$0       | \$0       |        | \$0       | \$0       | \$0       | \$0       | \$0            | \$0         |
|                                      |       | ;         | ;         | 1         |         | ;         | ;         | 1         |         | ;         | ;         | 1         |        | ;         | ;         | ;         | ;         | ;              | ,           |
| Total                                |       |           |           |           |         |           |           |           |         |           |           |           |        |           |           |           |           |                |             |
| Total Cost to Reach Parity           |       | \$141,218 | \$255,741 | \$396,959 |         | \$141,218 | \$255,741 | \$396,959 |         | \$141,218 | \$255,741 | \$396,959 |        | \$141,218 | \$255,741 | \$396,959 | \$564,872 | \$1,022,964    | \$1,587,836 |
| Total Savings to Reach Parity        |       | \$0       | \$0       | \$0       |         | \$0       | \$0       | \$0       |         | \$0       | \$0       | \$0       |        | \$0       | \$0       | \$0       | \$0       | \$0            | \$0         |
| Net Total to Reach Parity            | 44%   | \$141,218 | \$255,741 | \$396,959 | 63%     | \$141,218 | \$255,741 | \$396,959 | 82%     | \$141,218 | \$255,741 | \$396,959 | 100%   | \$141,218 | \$255,741 | \$396,959 | \$564,872 | \$1,022,964    | \$1,587,836 |
|                                      |       |           |           |           |         |           |           |           |         |           |           |           |        |           |           |           |           |                |             |

#### Rehabilitation Therapy Center Summary

Four-Year Plan to Reach Reimbursement Parity



Rehabilitation Therapy Center SFY 2010: First-Year Plan

|  | Adults                         | Childrer                                |                                       |
|--|--------------------------------|---|---------------------------------------|
| Total Cost<br>Total Savings<br>Net Total Cost to Reach Parity - SFY 2010 | Therapies, Tests & Evaluations | Children Therapies, Tests & Evaluations | Codes with Medicare Comparison        |
| 44%  | 36%                            | 44%                                     | MO HealthNet as % of Comparison Group |
|  | 2                              | 20                                      | Number of Codes                       |
| 20,826<br>0<br>20,826  | 12                             | 20,814                                  | Number of<br>Units                    |
| \$141,218<br>\$0<br>\$141,218  | \$33                           | \$141,185                               | GR                                    |
| \$255,741<br>\$0<br>\$255,741  | \$43                           | \$255,698                               | Federal                               |
| \$396,959<br>\$0<br>\$396,959  | \$76                           | \$396,883                               | Total                                 |
|  |                                |   |                                       |



Rehabilitation Therapy Center SFY 2011: Second-Year Plan

|         | Codes with Medicare Comparison   | MO HealthNet as % Number of Number of of Comparison Group Codes Units | Number of Codes | Number of Units       | GR                            | Federal                       | Total                         |
|---------|--|---|-----------------|-----------------------|-------------------------------|-------------------------------|-------------------------------|
| Childre | Children Therapies, Tests & Evaluations                                  | 63%   | 20              | 20,814                | \$141,185                     | \$255,698                     | \$396,883                     |
| Adults  | Therapies, Tests & Evaluations   | 57%   | 2               | 12                    | \$33                          | \$43                          | \$76                          |
|         | Total Cost<br>Total Savings<br>Net Total Cost to Reach Parity - SFY 2011 | 63%   |                 | 20,826<br>0<br>20,826 | \$141,218<br>\$0<br>\$141,218 | \$255,741<br>\$0<br>\$255,741 | \$396,959<br>\$0<br>\$396,959 |



Rehabilitation Therapy Center SFY 2012: Third-Year Plan



Rehabilitation Therapy Center SFY 2013: Fourth-Year Plan

| Total Cost<br>Total Savings<br>Net Total Cost                            | Adults Therapies, Tes          | Children Therapies, Tests & Evaluations | Codes with M                          |
|--|--------------------------------|---|---------------------------------------|
| Total Cost<br>Total Savings<br>Net Total Cost to Reach Parity - SFY 2013 | Therapies, Tests & Evaluations | ts & Evaluations                        | Codes with Medicare Comparison        |
| 100%   | 100%                           | 100%                                    | MO HealthNet as % of Comparison Group |
|  | 2                              | 20                                      | Number of Number of Codes Units       |
| 20,826<br>0<br>20,826  | 12                             | 20,814                                  | Number of Units                       |
| \$141,218<br>\$0<br>\$141,218  | \$33                           | \$141,185                               | GR                                    |
| \$255,741<br>\$0<br>\$255,741  | \$43                           | \$255,698                               | Federal                               |
| \$396,959<br>\$0<br>\$396,959  | \$76                           | \$396,883                               | Total                                 |